

THE WORLD'S FIRST AIR CARGO MAGAZINE — NOW IN ITS 17th YEAR

AIR TRANSPORTATION

JULY • 1959

The Air Magazine For The Modern Shipper Vol. 35 No. 1

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Air Freight Claims
and Insurance

The Mushrooming
Mushroom Lift

Efficiency Plus in the
Jetfreight Era

International Airfreight
Agents Association

NEW DOOR-TO-DOOR OVERSEAS SHIPMENT OF HOUSEHOLD GOODS ON ONE THROUGH RATE

The new Air Van Pak Golden Rocket service is a joint venture of Air Express International, world's largest indirect international air carrier, and Neptune World-Wide Moving, largest independent Class A van carrier. Neptune's special vans take household goods to AEI gateways where their experienced personnel pack them in the lightweight, water-

proof containers which have been completely approved by the U.S. government for highest priority shipments. Scientific packing and sealing minimize weather damage, breakage, pilferage, claims. Swift air movement on the carrier offering the first flight out. AEI's low, specific commodity rates apply and lightweight Air Van Pak further reduces freight. Opened at residence abroad or destination airport, containers are dispensable — no deposit or return required. Unmatched AEI speed cuts days and dollars from per diem allotments. Single rate, single billing, single insurance and responsibility, living room to living room. A single call to your nearest AEI or Neptune office will bring you service or information promptly.



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GOLDEN ROCKET SERVICE



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efficiency you have to mark your overseas
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NEW GUARANTEED SPACE VIA JAL COURIER CARGO

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will admit large crates through 95" x 67" opening!).

All-cargo flights are in addition to regular daily JAL Courier Cargo service across the Pacific. And, don't forget, now you can ship C.O.D. to Japan on JAL. Be sure, ship JAL Courier Cargo. Call your cargo agent or nearest Japan Air Lines office now.

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Honolulu: 5-0955 • Los Angeles: MA 7-0405

New York: JU 6-7400

San Francisco: JU 3-3610 • Seattle: MA4-8550

Washington, D.C.: ME 8-2315

JAPAN AIR LINES
U.S. TO JAPAN • OKINAWA • HONG KONG • BANGKOK • SINGAPORE

JAL
COURIER CARGO

Alitalia in Major Expansion Program

Alitalia now is operating out of a total of 23 traffic and sales offices, including New York headquarters, in the United States and Canada. Fabrizio Serena, North American general manager, pointed out that only a year ago the Italian airline was working out of six on this side of the Atlantic. He added that by the end of the year he anticipated having additional offices in full operation in six more United States cities, one in Canada, and one in Mexico. Eastern, Southern, Midwestern, and Western Divisions will be established, Serena stated.



Serena
Alitalia growing

Air Freight Cartage Parley This Month

The annual Air Freight Cartage Conference, it is announced by Air Cargo, Inc., ground service organization of the scheduled airlines of the United States, will be held at the Edgewater Beach Hotel, Chicago, July 28-30. There will be seven workshop panels during the three full days of sessions. Among the principal speakers will be George L. Giles, president Riddle Airlines; James R. Durfee, chairman, Civil Aeronautics Board; and Maj. Gen. I. Sewel Morris, executive director, Military Traffic Management Agency.



Giles
Among speakers

AF Awards Forwarders

Air France issued handsome trophies to the following air forwarders for outstanding performance: Air Express International; Alltransport, Inc.; American Express Co.; Dyson Air Freight; Freedman & Slater, Inc.; Frederic Henjes, Jr., Inc.; Inter-Maritime Forwarding Co., Inc.; R. J. Saunders & Co., Inc.; Vairon & Co., Inc.

Europair Designation Dropped for Air Union

A move by the four participating carriers to avoid a political appearance has changed the name of Europair to Air Union. The union of four national airlines is composed of Air France, Lufthansa, Alitalia, and Sabena. KLM recently decided against participation (*June 1959 AT; Page 6*).

The four Air Union carriers have decided on the following division of revenues: Air France, 34%; Lufthansa, 30%; Alitalia, 26%; and Sabena, 10%.

The cooperative airline organization, it was learned by *Air Transportation*, are agreed on the following points:

- ▶ Development of the competitive potential.
- ▶ Unified sales, traffic, and supply policy.
- ▶ New member carriers can be accepted by unanimous vote only.
- ▶ Air Union will not affiliate itself with any other similar organization.
- ▶ Establishment of a permanent secretariat in Paris.
- ▶ Establishment of an executive committee to study the economic structure of Air Union, including traffic, sales, planning, and operations.

It is understood that for the past several months an economic committee has actively been preparing an accounting system for Air Union. Another committee has presented the principals with a convention which is expected to be the basis of the new corporation.

Teamsters Will Enter The Air Freight Field

Organization of the air freight industry is in the offing. James R. Hoffa, head of the Teamsters Union, indicated last month. A national committee has been formed to work out a campaign towards that end.

Hoffa said that the nation's airlines are planning to convert DC-6s and DC-7s into airfreighters. He expects that by 1960 "the air freight industry is going to mushroom into expansion." The union president told more than 200 teamster delegates that "we don't want to be caught short when that time comes."

Aeronavas-Mexicana

Mexico City reports that the planned merger of Aeronaves de Mexico and Cia. Mexicana de Aviacion is progressing. Some of the services of both carriers are being pooled.

KLM's Top Air Freight Executive Resigns Post

Dr. D. Sj. de Boer, vice president—freight marketing, mail and special traffic for KLM Royal Dutch Airlines, has resigned from that company after many years there.



de Boer
Sprints surprise

An internationally known air cargo leader, and the first man in international air transportation to lift his department to vice presidency status, Dr. de Boer's resignation was sudden and entirely unexpected. It followed by a few days a month-long business tour of United States markets.

The future plans of Dr. de Boer, who has been headquartered at The Hague, are unknown at the present time. Up to this writing, no formal announcement has been issued by him or KLM. In the absence of word from The Hague, no successor has been named. Several years ago, when Dr. de Boer was on an extended leave of absence because of illness, Dirk J. M. Koek doubled for him in the job of system cargo chief. Koek is manager of freight marketing.

Dr. de Boer's article, *Treasure Trove*, appeared in last month's issue of *Air Transportation*.

CRAF Standby Contract Signed by TWA, USAF

A Civil Reserve Air Fleet standby contract, the first of such deals between the commercial airlines and the United States Air Force, recently was signed by TWA and the military. Participating were Charles S. Thomas, TWA president, and Philip B. Taylor, Assistant Secretary of the Air Force (Material). The airline is under contract to contribute 35 of its newest piston-engine transports. These will be replaced by jets in 1961.

PAL Preparing to Resume Flights to San Francisco

Its transpacific operations suspended since 1954 (*May 1954 AT; Page 13*), Philippine is girding itself for the resumption of flights to the United States. Re-

(Concluded on Page 32)

AIR TRANSPORTATION

The World's First Air Cargo Magazine
Established October, 1942



Member of Business Publications Audit
of Circulation, Inc.

AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargo plane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarding.

Subscription rate for United States and Territories, \$5.00 for one year, \$8.00 for two years, and \$11.00 for three years; foreign countries, \$6.00 for one year, \$10.00 for two years, and \$14.00 for three years. Individual copies (except November), 50 cents each; November issue, \$1.00 per copy.

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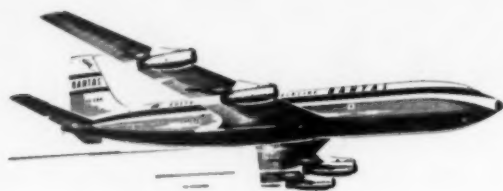
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QANTAS 707 JETS START JULY 29

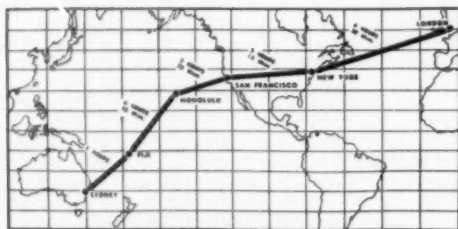
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SAN FRANCISCO to SYDNEY via HONOLULU and FIJI • JULY 31

SAN FRANCISCO-HONOLULU . . . 5 hrs. 25 mins. (Save 4 hrs. 05 mins.)
HONOLULU-FIJI 6 hrs. 50 mins. (Save 5 hrs. 40 mins.)
FIJI-SYDNEY 5 hrs. 00 mins. (Save 3 hrs. 00 mins.)

These are the sort of flying times that will revolutionize international air travel when Qantas starts its Boeing 707 Jet services on Wednesday, July 29. Firm bookings are now being accepted and the earliest possible application is advised. For full Qantas timetables, see your freight forwarder or Qantas.

Starting September 7, 707 Jet service from San Francisco to London, direct across the U. S. A. Connecting flights around the world!



QANTAS

AUSTRALIA'S ROUND-THE-WORLD LUXURY LINE

Qantas Empire Airways Limited In Association with B.O.A.C., TEAL & S.A.A.

FORWARDERS

NEW AIE MEMO TARIFFS

John E. Muhlfeld, vice president-sales, Air Express International, recently announced new Memorandum Tariffs which offer door-to-door rates between New York/Newark and two Western Europe countries—Switzerland and France.

Aimed at tapping the small-parcel market—it is limited to shipments with a maximum customs value of \$250—AEI's latest program for exporters and importers introduces a new phase of the firm's international air freight forwarding operations. The newly announced Memorandum Tariffs represent the beginnings of a series of similar tariffs which will accommodate more countries at a gradual pace. Explaining the new development, Muhlfeld said:

"These are all-inclusive tariffs. They enable the importer and exporter to know at a glance the exact total cost of his shipment with, of course, the sole exception of the duty. They do away with computations and with guesswork. There is a single cost, a single billing, a single transaction."

Applicable to both eastbound and westbound consignments, the one-charge service includes:

- ▶ Pickup.
- ▶ Preparation of export documentation (except where U. S. export license is required).
- ▶ Clearance through export formalities.
- ▶ Air transport via the earliest flight.
- ▶ Customs clearance at destination airport.
- ▶ Delivery to consignee.

The Memorandum Tariffs offer both general commodity rates and lower rates for specific commodities. They reflect the new low rates applicable to shipments of textiles, synthetic stones, electrical equipment, machinery, chemicals, drugs, pharmaceuticals, tobacco, personal effects, imitation jewelry leather goods, oils, lighting fixtures, automobile parts, and agricultural machinery.

FENTON EXPANDS AGAIN

The A. W. Fenton Co., Inc., has expanded again at its headquarters location in The Society National Bank Building, Cleveland. Karl Gresham, president, said that office space has been increased some 300%.

EMERY ADDRESSES ANALYSTS

A number of questions which have been arising in the minds of not a few in the air freight industry, and which have been circulating on the wings of rumor, have been straightened out by John C. Emery, president of Emery Air Freight Corp., in an address before the New York Society of Security Analysts.

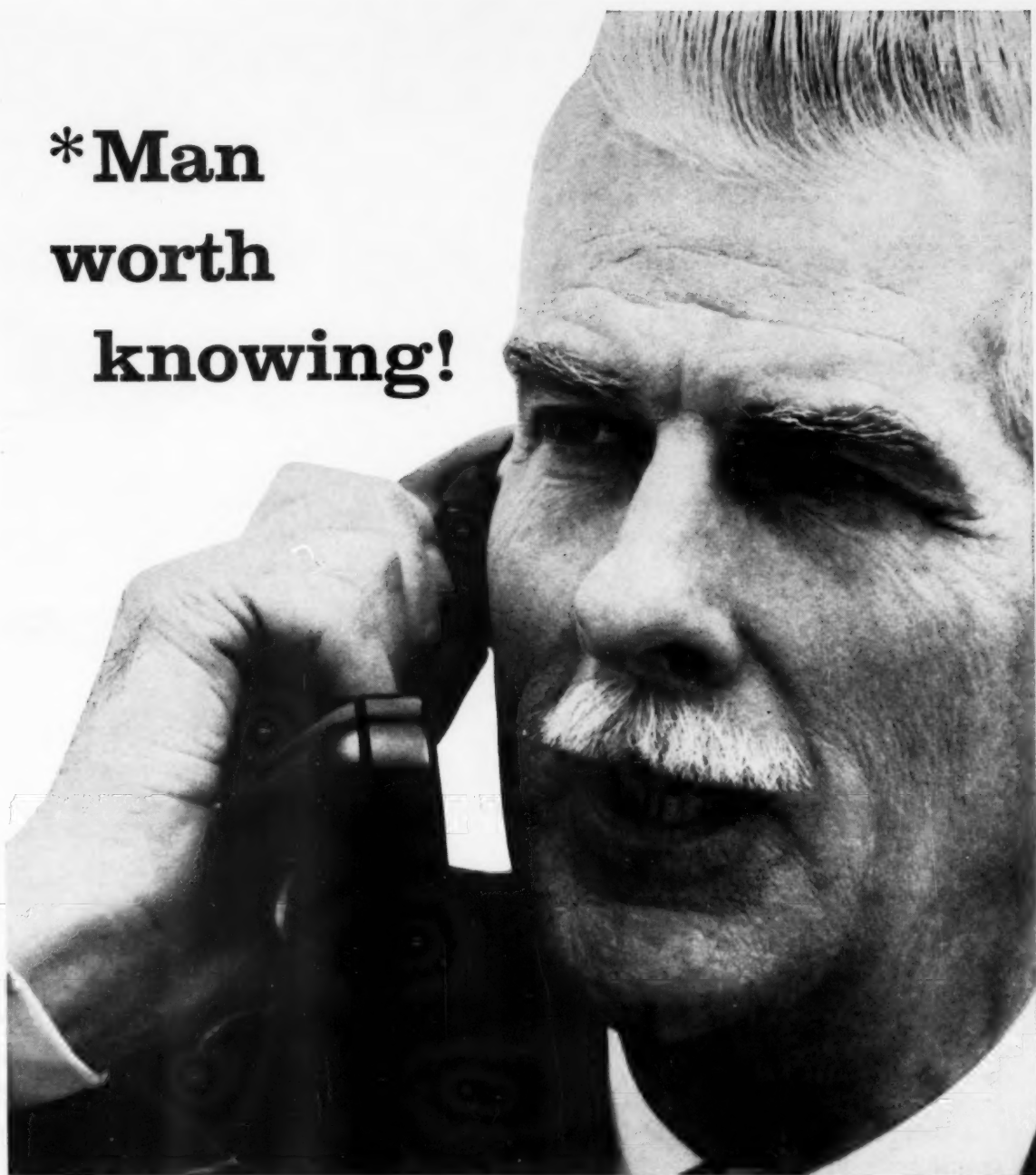
If something happens to Railway Express Agency, will Emery fall heir to that traffic?

"I know nothing, one way or the other. But I do know this: the central point around which Emery (Concluded on Page 8)



Emery
Answers Questions

***Man
worth
knowing!**



*** Your freight forwarder... our cargo agent**

We choose HIM...because he's the *expert* on air freight. He takes care of *everything* for you simply and swiftly from long experience.

He helps YOU...by putting all his knowledge at your disposal. He can arrange packing and pick-up

service; secure and prepare all necessary export documents; insure, bank; issue BOAC Air Waybills; and provide service tailored to your individual requirements. You'll agree he's a man worth knowing. We fully recommend his services.



B·O·A·C

BRITISH OVERSEAS AIRWAYS CORPORATION
THE MOST EXPERIENCED JET AIRLINE
IN THE WORLD

Flights from New York, Boston, Chicago, Detroit, San Francisco, Montreal. Offices also in Atlanta, Dallas, Los Angeles, Miami, Philadelphia, Pittsburgh, Washington, Toronto, Vancouver, Winnipeg.



*Reach for the Sky
with Riddle!*

How the **SWITCH** to **RIDDLE**

Saves Money!

The switch to Riddle Air Cargo pays off where it counts . . . in dollars and cents.

Take crating. It costs money three ways—in materials, in man-hours, and in excess shipping weight. Ship RIDDLE and crating is unnecessary. Expert loading and cargo handling protect even the most fragile shipments.

Insurance costs are lower, too, because pilferage and in-transit damage are virtually non-existent.

Couple these basic air cargo advantages with the all-cargo priority handling RIDDLE AIRLINES offers, and you'll know why more and more progressive shippers have made the SWITCH TO RIDDLE!

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North-South
All-Cargo
Airline*



Executive Offices, International Airport, Miami, Florida, Phone TU 7-2651 • NEW YORK, 511 Fifth Ave., Phone OXford 7-5360
U.S. Scheduled Air Cargo Route 109 and 120 WORLD-WIDE INTERLINE CONNECTIONS

The professors in Poland could hardly believe it!



It seemed incredible! Only two days before, they had wired their order for a special lamp transformer to Coleman Instruments, Inc., in Maywood, Illinois, halfway around the world from their Medical School in Poland. Now, less than 48 hours later, their Coleman Electronic Photofluorometer was already reassembled and operating perfectly. How was it possible?

The answer is simple. Coleman Instruments, Inc., specified their shipment by air cargo on Air France. They knew from experience that even the most delicate electronic instruments arrive safely at their destination almost anywhere in the world when they fly on the world's largest airline. Why don't you specify Air France for your next shipment? Air France speeds cargo to more cities in more countries than any other airline.

AIR FRANCE

WORLD'S LARGEST AIRLINE

PAGE 8—AIR TRANSPORTATION—Air Commerce

Air Freight must plan its future is the fact that air freight rates are coming down. We must be able to reduce our rates as our costs come down, and we must control the matter. Railway Express does not control air express rates; the airlines control them. We want no part of that."

Will there be another two-for-one stock split?

"The purpose of the previous split was to increase the supply of shares available for trading, to avoid the effects of a thin supply. It did not work then, and we think it would not work now, so why split?"

Will there be another increase in the cash dividend this year?

"... Unless some unforeseen need for extra cash retention should develop, and if we earn this year as we hope to do, I should say that another increase in our dividend payment next December is not unlikely."

Earlier in his address, Emery stated that "a major breakthrough for air freight is beginning now and will be going full blast in three to five years." He predicted that today's ton-mileage will be doubled by 1963, and the latter total doubled again by 1967.

Emery also foresaw the halving of air freight rates within five years, making air strongly competitive for LCL, LTL, and LSL traffic of 500 miles or more.

NEW OFFICES

ANSETT-ANA

London—Albemarle House, Albemarle St. and Piccadilly. Manager: A. C. Petherick.

ROBERTSON, BUCKLEY

London — Robuck House, Devonshire Square. Phone: B1Shopsgate 6522. The move does not affect the shipping agency's London Airport office.

JAPAN

New York — Cargo Building 84, New York International Airport, Jamaica. Phone: OLYmpia 6-8364/5. Sales representative: Anthony A. Di Maria.

MEXICANA

Los Angeles—510 W. 6th St. Phone: MA 4-2851. District sales manager: Juan Matute.

SWISSAIR

Mexico City—Callege de Hamburgo 66. Manager: Charles Haubi.

HAULED BY AIR FRANCE



Renault increasingly is leaning on air cargo for the distribution of spare parts and accessories for the French-manufactured auto. Shown here is part of a 10½-ton shipment of Renault parts unloaded from an Air France Super Constellation at Idlewild, N. Y.



**ON KLM
YOU'RE
ALWAYS
IN TOUCH**



You always know where your shipment is when you ship by KLM Air Cargo service, because KLM's world-wide system of communications can put a finger on it at any time. KLM teletypes your manifest to the point of destination. Reception of your shipment is arranged hours before its arrival. And from the time it's in hustling KLM hands until delivery, your cargo — bulky or fragile — gets velvet-glove treatment by experts. Service and skill without delay are KLM traditions. Your KLM air cargo is never out of expert hands.

KLM flies direct from New York City, Houston, Miami and Montreal to points the world over.

KLM Royal Dutch Airlines, 609 Fifth Avenue, New York 17, N.Y.

BUSY ANIMAL MAN

Alton V. Freeman, president of the Miami Rare Bird Farm and one of this country's leading animal dealers, recently was revealed as the man who supplied the now historic space monkeys, Able and Baker, to the National Aeronautics and Space Administration. Freeman's article, *Why Animal Shippers Turn Gray* (February 1959 AT), received worldwide commendation.



TRANSPACIFIC

NWA POLAR IMPERIAL

T. R. Nolan, director of air freight for Northwest Orient Airlines, last month announced a Polar Imperial service which follows the carrier's route across Northwestern Canada and the North Pacific beyond Anchorage. He pointed out to shippers that these flights will be "the fastest in the history of commercial aviation between New York City and Tokyo, nine hours faster than any competitive service." Polar Imperial Flight 99, which makes only a single stop at Anchorage, gives Eastern shippers their first nonstop service ever offered to Alaska. The return flight from Tokyo is Flight 100. Flying time from New York to the Japanese capital is 25:02 hours; eastbound it is 23:15 hours.



Nolan
Polar Imperial

The airline operates nine flights per week to the Orient, including two all-cargo runs from Seattle-Tacoma, with direct connections from cities on its domestic network.

SERVICES

DOMESTIC

TWA ADDS JET FLIGHT

Another Boeing 707 jet flight between New York and San Francisco recently was placed in operation by TWA.

AA 707 TO NEW ENGLAND

American Airlines recently opened 707 jet service between Boston and Los Angeles. Daily nonstop flight leaves Boston at 11 a.m. (local time) and arrives at Los Angeles at 1:15 p.m. (local time). Eastbound departure is at 1:45 p.m. and arrival at 9:20 p.m. both local times.

JAL OPENS SEATTLE

Late last month Japan Air Lines started scheduled operations between Tokyo and its third West Coast point, Seattle. Japanese dignitaries were aboard the first
(Concluded on Page 12)

Fastest freight service across Canada...



CANADIAN PACIFIC JET-PROP BRITANNIA



This 90 ton jet-prop aircraft flies at 400-plus miles per hour with capacity for 8,000 lbs. of cargo on every flight. Fastest daily service across Canada between Montreal, Toronto, Winnipeg and Vancouver. Canadian Pacific Britannia flights across Canada are your fastest, and most direct method of delivering your shipments.

Connections to the Orient by jet-prop — C.P.A.'s fast, jet-prop Britannia speeds your freight from Vancouver to Tokyo — and Hong Kong via the shorter North Pacific route.

TO THE SOUTH PACIFIC

Fast, regular C.P.A. flights leave Vancouver for the Fiji Islands, Australia and New Zealand. In all cases the one carrier is used, speeding your shipments straight to the point.

TO EUROPE VIA THE POLAR OR SOUTHERN ROUTES

C.P.A. Polar Route flights are fast, in either direction between Europe and Vancouver. The Southern Route from Montreal serves Lisbon and Madrid.

For full schedule information, consult your Cargo Agent or any Canadian Pacific office.

Canadian Pacific AIRLINES 

WINGS OF THE WORLD'S GREATEST TRAVEL SYSTEM

PAGE 10—AIR TRANSPORTATION—Air Commerce

flight. They were met by an official reception committee of the City of Seattle. The new service will be on a basis of two round trips per week.

HONG KONG-AUSTRALIA NEW CATHAY SERVICE

This month Cathay Pacific Airways inaugurates a weekly service between Hong Kong and Sydney. Intermediate points are Manila and Darwin. Lockheed *Electra* equipment will be flown.

TRANSATLANTIC

BOAC-TCA DEAL

Starting next March, BOAC will serve Toronto on its transatlantic runs, in addition to Montreal. Balancing this new service will be Trans-Canada Air Lines' right to operate between London and Brussels, Dusseldorf, Vienna, and Zurich.

QANTAS JET SERVICE

Starting August 22, Qantas Airways will operate the first jet services between Vancouver and London and Australia. Boeing 707 flights will be once weekly in each direction. The run from Vancouver to the British capital will be via San Francisco and New York. Traveling time from Western Canada to London will be 20:30 hours, including 6:40 hours for the stopovers.

LAV EUROPE RUNS DOUBLED

LAV recently upped to two round trips per week its service between Caracas and Europe. The Venezuelan carrier operates to Madrid via Bermuda, Santa Maria, and Lisbon.

BERMUDA RIGHTS FOR GUEST

Traffic rights at Bermuda have been awarded to Guest Mexico on its Mexico City-Miami-Paris route. DC-6 equipment is operated.

EUROPE-AFRICA

UAT-LIBIAVIA PACT

An agreement providing for the operation of a UAT-owned DC-6B on the Tripoli-Athens-Ankara route of Libiavia has been signed by both airlines. Operations are twice weekly in each direction. UAT is a French carrier; Libiavia's home is Libya.

COMMERCIAL AIRCRAFT

BURNELLI LOADMASTER

Brig. Gen. Ray A. Dunn (USAF, Ret.), executive vice president, treasurer, and a director of the Ballard Aircraft Corp., revealed recently that his company is planning commercial production of the Burnelli *Loadmaster*. The prototype, *Loadmaster I*, has a Canadian certificate of airworthiness, and has been flown for years. Manufacture of *Loadmasters II* and *III* is planned.

Dunn sees the *Loadmaster II* as an "economical and efficient replacement in local and feeder service for the DC-3, the C-46, the C-47, the C-54, and the DC-4," filling what he called "the vacuum which now exists in the 30,000-pound payload class of carrier."

Of a flying-wing, or "lifting body," design, the plane can haul freight at approximately 4¢ per ton-mile, it is claimed. Dunn said that the largest model *Load-*

master would require no more than 2,000 feet of runway for take-offs and landings. The aircraft lends itself to any type of propulsion—piston, turboprop, or jet.

VANGUARD DOING WELL

According to word from abroad, the Vickers *Vanguard*, British propjet airliner now undergoing a series of tests, is living up to all earlier expectations in performance and economy. Cruising speed of the *Viscount's* "big brother" is reported to be over 400 miles per hour, "a genuine speed at all altitudes."

UAL UPS JET ORDER

W. A. Patterson, president of United Air Lines, recently announced that his



Patterson
More jets

company has increased its order for intermediate jet aircraft. It will acquire an additional seven Boeing 720s, at a cost of \$35 million, including spare engines and parts. In November, 1957, the airline placed its original order for 11 720s. Including its order for 40 Douglas DC-8 jets, UAL has a total investment of \$310 million in jets.

USED PLANE FORECAST

The results of a one-year study of the prices of those used commercial piston-engine transports which are expected to be displaced by turbine-powered aircraft (Concluded on Page 14)

only

SEABOARD AIRTRADER SERVICE

protects your air cargo all the way with

LOADMASTERS

Now, specialized personnel—Seaboard Loadmasters—give your transatlantic air cargo unequalled attention and care—at no extra cost—on every Seaboard Airtrader flight. From loading to landing your air cargo is supervised by a Seaboard Loadmaster whose only job is to see that it is safely stowed, safely carried and safely delivered. He personally expedites onward movement when necessary. The Seaboard Loadmaster is your guarantee of faster, safer service for your transatlantic air cargo.

Ship Via Seaboard Where Your Transatlantic Air Cargo Is Watched All The Way

SEABOARD & WESTERN
80 Broad Street, New York 4, N. Y.—WHitehall 3-1500

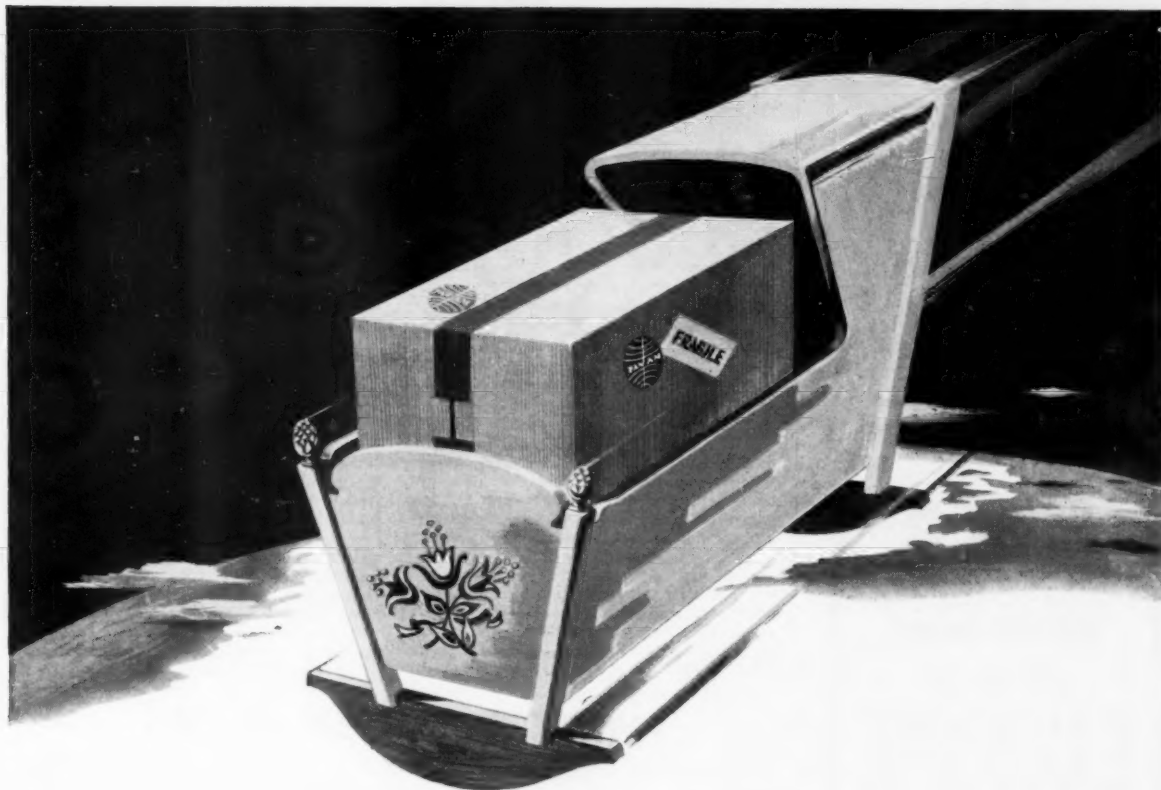
Atlanta: POplar 7-0573—Chicago: HArrison 7-4425—New York (Idllewild): Olympia 4-5880—Philadelphia: RIttenhouse 4-1145—Washington, D. C.: REpublic 7-1430—San Francisco: Plaza 4-1243—Los Angeles: MAdison 4-7514—Dallas: Fleetwood 7-9221—San Antonio: TAYlor 4-7236.



SEABOARD & WESTERN

THE ALL-CARGO
TRANSATLANTIC
AIRLINE

1,000 NEW SHIPMENTS A MONTH—THE BIG SWING IS TO PAN AM!



Your goods are "babied" all the way

With the Pan Am Profit Lift, every shipment travels "first-class" in the world's most modern air fleet!

With Pan Am Clipper* Cargo, even the most delicate shipment is "babied" abroad in pressurized and temperature-controlled planes!

Result: your goods arrive in *showcase* condition.

Modern equipment—including the new transatlantic Jet Clippers—is just one of the five "extras" offered by the Pan Am Profit Lift—the *most economical shipping service available from ANY overseas cargo carrier.*

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PAGE 14—AIR TRANSPORTATION—Air Commerce

were announced last month by Dr. Allen R. Ferguson, director of research of the Transportation Center at Northwestern University. The study promptly found critics among aircraft brokers who charged it with being unrealistic and erroneous.

Dr. Stephen P. Sobotka, assistant director of research and project leader of the study, made the following points in his forecast for 1959-65:

1. The DC-7, *Super G*, L-1049G, and L-1649 will diminish rapidly in price and will be phased out of airline service. Possibly by the end of this year, and certainly by late 1960, they will be at or near scrap value. The *Stratocruiser* is expected to reach that point this year.

2. The DC-6, *Constellation*, and various *Super-Constellations* will not decline in price as rapidly as turbocompound-engine planes. By the end of next year, or sometime during 1961, these planes will be at or near scrap values.

3. The rate of price decline of the DC-6B will be even slower than the aforementioned transports. On the other hand, the rate will be more rapid than that of twin-engined planes or *Viscounts*, falling below the price levels of some of these aircraft. Throughout the 1959-65 period, the DC-6B will remain considerably greater than scrap value. The DC-4 also will stay in service during this period, declining gradually in price, but retaining some value higher than scrap value.

4. There will be a slow decline of the value of the 700 series of *Viscounts*.

5. Twin-engined *Convairs* and *Martins* will retain relatively high value, with the rate of price decline slow.

6. Although the DC-3 will continue in airline service throughout the period of the survey, its price will be at or near scrap value all during this time.

MILITARY AIRCRAFT

MATS GETS BOEING JET

The Military Air Transport Service at Andrews Air Force Base, Maryland, recently took delivery of the first of three Boeing VC-137 jets. A version of the manufacturer's 707-120 series, the 525-575 mile-an-hour plane will be used to transport high-priority cargo or personnel.

GROUND SERVICES

N. Y. DROP SPOTS FOR AEI

An arrangement between Air Express International, global air freight forwarding firm, and Mercury Air Freight, Inc., New York's biggest city-to-airport trucking firm, has brought designation of eight new drop spots for export shipments. AEI pointed out that exporters may now take advantage of these drop spots which are strategically located in an area stretching from Lower to Midtown Manhattan, on both the east and west sides. Pickups made up to 5 p.m. will be delivered to outbound carriers the same evening.

TWO VIEWS OF JAPAN AIR LINES



Upper Photo: Pictured at Los Angeles International Airport prior to Japan Air Lines' inaugural flight from Los Angeles to Tokyo is this group of VIPs who were aboard the trail-blazing plane. Left to right: Ken Yoshihara, Cosmopolitan Travel, Chicago; Jitsuro Kobayashi, JAL general manager for the American Division; Peter A. Bernacki, Peter A. Bernacki, Inc., Philadelphia; C. E. Unsworth, Unsworth & Co., New York; Chester M. Mayer, Air Express International Corp., New York; Howard Rolie, Airborne Freight Corp., San Francisco; Shigeo Kameda, JAL Los Angeles district manager; and Elmer Baisey, JAL agency and interline manager. The airline is now serving three West Coast gateways.

Lower Photo: A recent JAL-sponsored reception for air cargo and travel industry executives at the Nippon Club in New York brought these people together. Left to right: Joseph Glimcher, import traffic manager, Flying Cargo, Inc.; Joseph W. Leonard, cargo sales manager, JAL; G. L. McGrath, import traffic manager, Caldwell & Co., Inc.; Louis Zeitchick, export traffic manager, Flying Cargo, Inc.; I. Charles Venables, manager, Mercal Travel Agency; Akira Yoshida, New York district manager, JAL; H. O. Tischer, president, United Forwarders Service; B. J. Crane, air freight manager, Caldwell & Co., Inc.; I. W. Goodson, president, Flying Cargo, Inc.; Les Mann, air cargo manager, United Forwarders Service; and Fred Fulmer, cargo sales representative of the airline host.

In a determined effort to establish separate and distinct identity, as well as to fight for common aims and to set a new high standard for their industry, a brand new organization has been born.

International Airfreight Agents Association

THE international air cargo industry has taken on another dimension with the organization of the International Airfreight Agents Association. Composed solely of cargo sales agents of the International Air Transport Association, the organization of the world's scheduled airlines, the nucleus of the newest industry body convened formally last month at the Wings Club, New York, for the first time.

By the admission of several of the organization's officers, this is "the ninth try" in the past dozen or so years to pull together the nation's IATA cargo agents to work for common aims. The general feeling that this latest attempt to organize had all the earmarks of lasting success, was prevalent throughout the meeting.

Heading the IAAA as president is Harry J. Phieffer, of Air Cargo Expeditors. Vice presidents are Paul Cleveland, of Westfair Air Service; and Jerry Miller, of Frederic Henjes, Jr., Inc. Alfred Guttman, of J. D. Smith Inter-Ocean, Inc., and William Clark, of Dyson Shipping Co., Inc., serve respectively as secretary and treasurer. Directors are Norman Barnett, of Barnett International Forwarders, Inc.; E. R. Van Dover, of American Forwarding Co.; and Lance Young, of Air Express Forwarding Service.

The budding IATA agents' group is in no way associated with the Air Freight Forwarders Association whose interests are concerned primarily with consolidation. However, several of IAAA's members, including an officer and a director, are AFFA members as

well. Barnett, for example, is a director of the AFFA. Edward J. Raphael, of Flete Internacional Corp., a strong proponent of the new IAAA, also serves as vice president of the consolidators' organization. It is noted that while most IATA agents are not consolidators, all of the latter are agents as well.

One of Phieffer's first acts at the IAAA's initial formal meeting was to emphasize that the agents' group was in no way competitive with the AFFA. The desire of IAAA is to cooperate with AFFA, he said. The idea to weld the agents into a single potent force



was prompted by the fact that their interests and those of the consolidators are not always identical. Since some of the agents felt the need of a dynamic unit to represent them and to fight for their welfare, Phieffer explained, the founding of IAAA was a natural consequence.

The following, generally, are the aims of the International Airfreight Agents Association:

- ▶ An increase of the official IATA commission rate. (The present rate is 5%.)
- ▶ The right to confer with IATA

as an entity of the industry, and eventually to sit in on its meetings.

▶ Free or reduced air transportation for all accredited cargo agents. (This is a privilege enjoyed by IATA-approved travel agents.)

▶ "Cleaning shop"—that is, the establishment of and the strict adherence to a rigid code of ethics, aimed at eliminating shoddy operators within their own industry. (Clark, in a short address, said that "agents who go for the fast deal are no good to the air cargo industry.")

▶ The standardization of local charges and surcharges for pickup and delivery services.

▶ The maintenance of friendly relations with similar organizations in foreign countries.

IAAA will hold its meetings on the fourth Tuesday of every month at the Wings Club. The next meeting has been set for July 24. At that session it is expected that a by-laws committee composed of Clark, Bennett, and Van Dover, will report its recommendations. Dues have been set at \$60 per year.

In addition to the firms represented by the organization's officers and directors, principals and/or representatives of the following forwarding firms were in attendance at the opening parley: Freedman & Slater, Inc.; Beacon Shipping Co.; Flete Internacional Corp.; Pan-Maritime Cargo Service, Inc.; Riveredge Transportation & Storage Co., Inc.; Schenkers International Forwarders, Inc.; Aero-Sea Shipping Corp.; United Forwarders Service, Inc.; Pitt & Scott Corp.; Rohner, Gehrig & Co., Inc. • • •

AIR FREIGHT CLAIMS

and

INSURANCE

AIR carriers of freight are divided generally into two classes: domestic and international. They may be subdivided into scheduled airlines, non-scheduled airlines, and private carriers. The domestic airlines are governed by the Civil Aeronautics Board, their filed tariffs and their airwaybills. They are common carriers and have adopted airwaybills containing conditions of carriage similar to those of land carriers, such as railroads and express companies. Their liability exclusions are the same, i.e. acts of God, and of the public enemy, insufficiency of packing, an inherent vice, and the act or default of the shipper or owner.

Most of the denials of liability I have seen have been based upon an act of God—the plane was passing through a thunder storm when it crashed, or the plane disappeared and was never heard of again, or the plane caught fire in the air or lost its tail assembly and crashed and was destroyed by fire. These situations, and many more, furnish ground for doubt and speculation as to the cause of the loss. They are fertile fields for the declination-minded claim man. However, they are not as simple of solution as he would have you believe. True, you must have imagination to combat his theories, but I think it is as well to say that the plane crashed because of some defect in manufacture or maintenance or operation as it is to say that it was struck by lightning—unless, of course, there are eyewitnesses to the latter.

A plane is supposed to be airworthy to withstand the usual expected turbulence, and while in some cases the crash may be due to an act of God, it is reasonable to assume in the majority of cases that there was a defect somewhere of manufacture or maintenance or operation that was the real or proximate cause. Cargo claims filed in these

By **WARD CUNNINGHAM**

*Manager, Commercial Loss Dept., Chubb & Son
Vice President, Vigilant Insurance Company*

cases are frequently settled on a 50% compromise basis, unless the carrier feels, because of shipper relations and good will, it wishes to pay in full, its insurers will usually go along.

The domestic carrier's airwaybill usually contains a limitation of \$50 per package of 100 pounds or less, or 50¢ per pound if in excess of 100 pounds. It also provides for prorating. A choice of rates is offered to the shipper with the privilege of declaring a higher or full value, therefore, the limitation is valid.

Tariffs should be checked with the airwaybill to ascertain whether they conform. Sometimes special arrangements are entered into which are not apparent from the airwaybill. I had such a case recently in which the carrier and the consignee had entered into a special agreement whereby all of the shipments to the consignee on the West Coast were to be carried exclusively by the carrier from Newark Airport, in consideration of which, among other things, the value was agreed to be the full value of the merchandise not exceeding \$2.50 per pound. The bills of lading and filed tariff provided for the \$50-50¢ per pound limitation. It took some argument to convince the carrier's

counsel and its insurer that the special agreement was valid and governed.

Claims for shortage, non-delivery, and damage are paid by the domestic carriers without much difficulty. Claims for delay are in a different category. It seems ironical to discuss delay claims involving the fastest transportation in history, but it is nevertheless true that frequently shipments never leave the ground, or are off-loaded at some intermediate stopping point, or are temporarily lost at some transfer point or held at destination an unreasonable length of time. The airwaybill contains an exception against delay unless caused by negligence. My experience has been that many of these losses are the result of the carrier's carelessness and neglect.

An illustration: A publisher shipped from Los Angeles to Toledo special programs for an exhibition baseball post-season game of stars. The carrier was informed of the nature of the shipment and of the necessity for speed to have it reach the ball park on time. It arrived at the Toledo Airport in time for the game, but thereafter whenever the consignee telephoned he was informed by an agent of the carrier that the shipment had not arrived. The programs, of course, were on hand all the time, but they were worthless after the game. There is no question of the carrier's liability for the loss suffered.

Another result of delay in the domestic picture involves shipments of fresh flowers. These can be carried safely to all parts of the United States if there is no unreasonable interruption

Besides the positions indicated in the byline, Ward Cunningham is a past president of the Loss Executives Association; a member of the Loss Arbitration Committee, Inland Marine Underwriters Association; and a member of the Advisory Committee, General Adjustment Bureau, Inc.

in their flight. However, delays frequently occur. The flowers miss a plane at a transfer point and are held over too long for another, finally arriving at destination in poor physical shape, sometimes a total loss. This is a liability of the carrier.

We had an interesting case about two years ago which had a delay element in it, but which, upon investigation, turned upon an entirely different point. Shortly before Christmas a Philadelphia concern ordered a mill in Reading to ship to a merchant in North Dakota via air freight \$2,000 worth of nylons. The bill for the cartage from the mill to the airport was sent next morning by mistake to a Reading company bearing a name similar to that of the Philadelphia company. When the bill was received the Reading company telephoned the airport and ordered the shipment returned, stating there must have been a mistake as it never ships by air. The carrier complied.

The Fun Began

Then the fun began. The North Dakota merchant complained of the non-delivery to the shipper in Philadelphia, and the latter, in turn, to the carrier who made demand upon the Reading company for the return of the shipment. It was necessary for counsel to threaten replevin proceedings before possession of the merchandise could be gained. As a precaution the nylons were immediately examined and found to be of inferior grade to those invoiced. The Reading company was suspected of substitution. It developed, however, that the act of the Reading company in seizing the opportunity to obtain the shipment was deliberate and revengeful. Sometime before all this took place Government agents had sent its auditors into the Reading concern to check black market operations. They mistook the Reading company for the Philadelphia company which was the real culprit and later convicted. It took the officers of the Reading company some time to convince the authorities of their mistake, and they were apparently put to a good deal of trouble and temporary humiliation. When they saw an opportunity to take possession of a shipment belonging to the Philadelphia concern, they lost no time in putting it into operation. The air carrier refused the claim of the Philadelphia company on the ground that the sale to the North Dakota merchant involved a fraudulent shipment.

My point in reciting this case is to show how a simple claim for delay, as this was originally, can become something entirely different. Furthermore,

it is an example of painstaking investigation for which there is no substitute in the air business, just as in our other forms of transportation.

We have had to deal with all types of carriers—scheduled, non-scheduled and private—and the general picture has been one of confusion. Some of the scheduled airlines and the private carriers have attempted in their airway-bills and charters to relieve themselves of all liability. I doubt that any such conditions in an airwaybill would sustain their position. I am sure the courts would hold such attempted evasion against public policy. Even private carriers are liable for negligence, and negligence may be presumed in many of these losses. The time is not far distant, in my opinion, when the CAB will have so regulated these domestic carriers that the definition of their liability will be as simple as it is today with respects to the land carriers under ICC jurisdiction.

International carriage presents an entirely different problem. Generally speaking, international air travel is governed by the Warsaw Convention which had its birth during a conference at Warsaw, Poland, October 4-12, 1929. Historically it was initiated by M. Poincare, President of France, who, on August 17, 1923, addressed a letter to the diplomatic representatives accredited in France in which he stated that the French Government had been led to study the question of the liability of the air carrier. On June 20, 1925 the French Government addressed another letter to the diplomatic representatives, submitting a draft international convention. In this letter the date of the first International Conference on Private Air Law was fixed for October 26, 1925, in Paris. In 1927 and 1928 the question was further studied and a further draft convention was drawn. This was submitted to the second International Conference on Private Air Law which took place on the initiative of the Polish Government at Warsaw, October 4-12, 1929.

Effect of Convention

The Convention of Warsaw as we know it today came into being at this conference and was subsequently ratified by various Governments throughout the world. It is binding with respects to shipments between those countries which have adhered to it. Every airwaybill subject to the convention must contain a clause paramount incorporating it.

I shall not attempt by any means to discuss the Articles of the Convention in detail. The Convention comprises 41

Articles in all. For the purpose of this piece, I have selected a few which are of interest.

Selected Articles

CHAPTER I

Article 1

1) This Convention applies to all international carriage of persons, luggage or goods performed by aircraft for reward. It applies equally to gratuitous carriage by an aircraft performed by an air transport undertaking.

2) For the purposes of this Convention the expression "international carriage" means any carriage in which, according to the contract made by the parties, the place of departure and the place of destination, whether or not there be a break in the carriage or a transshipment, are situated either within the territories of two High Contracting Parties

3) A carriage to be performed by several successive air carriers is deemed, for the purposes of this Convention, to be one undivided carriage, if it has been regarded by the parties as a single operation, whether it had been agreed upon under the form of a single contract or of a series of contracts, and it does not lose its international character merely because one contract or a series of contracts is to be performed entirely within a territory subject to the sovereignty, suzerainty, mandate or authority of the same High Contracting Party.

Paragraph 3 is important from the standpoint that it creates, as it states, one undivided carriage where there are several carriers involved and, therefore, either the initial or the delivering carrier could be held responsible for loss or damage irrespective of where such loss or damage took place.

CHAPTER II

Section III.—Air Consignment Note

Article 5

1) Every carrier of goods has the right to require the consignor to make out and hand over to him a document called an "air consignment note"; every consignor has the right to require the carrier to accept this document.

Article 8

The air consignment note shall contain the following particulars:

- a) the place and date of its execution;
- b) the place of departure and of destination;
- c) the agreed stopping places, provided that the carrier may reserve the right to alter the stopping places in case of necessity, and that if he exercises that right the alteration shall not have the effect of depriving the carriage of its international character;
- d) the name and address of the consignor;
- e) the name and address of the first carrier;
- f) the name and address of the consignee, if the case so requires;
- g) the nature of the goods;

(Continued on Page 22)

Reputedly the world headquarters for the mushroom industry, Toughkenamon Valley, some 30 miles from Philadelphia, is producing a growing volume of freight for the air carriers. Distribution by air has been a key factor in the valley's fabulous growth history. How it all happened and why, form the reasons for . . .

The *Mushrooming* Mushroom Lift

By DONALD J. MIDDLEMAN

THERE'S a fortune to be made in growing mushrooms. Simply buy up some land in fertile Toughkenamon Valley, conveniently close to Philadelphia International Airport. Then build your windowless mushroom-growing houses.

Even more profitable than the mushrooms, themselves, if you're after big money—plan to produce spawn. Spawn is the stuff from which mushrooms grow. But if the time happened to be the early 1920s, your fortune probably is now made.

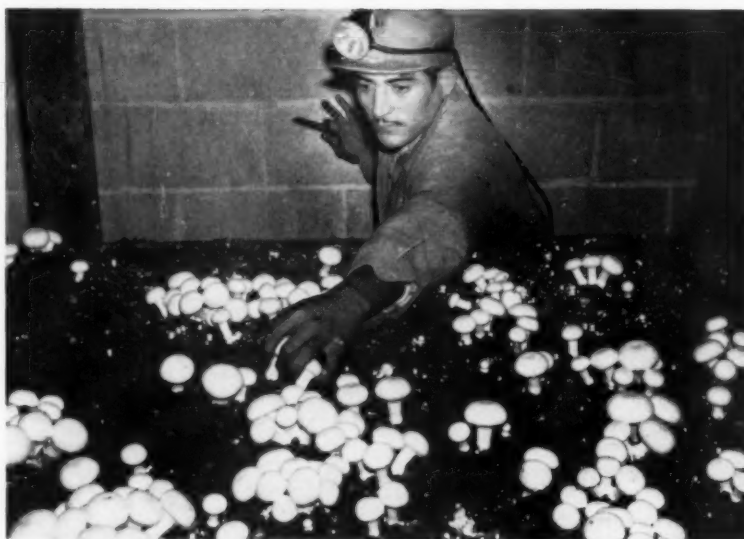
These were the days before canned mushroom soup hit. There weren't, in fact, even canned mushrooms. But a revolution was in the making. Before the period, mushroom-raising was almost hit or miss. Beds produced a relatively low yield. The spawn was impure and unconcentrated, and, consequently, the types and grades of mushrooms you could expect from it were unpredictable.

However, a discovery in 1918 by L. F. Lambert, in Kennett Square, Pa., Toughkenamon Valley headquarters of the industry, changed all this. Using ordinary milk bottles, Lambert developed a method of quality control which carried spawn-producing to unprecedented heights of perfection and purity.

Earlier, the practice had been to grow spawn in a mixture of moist manures shaped into bricks. The resulting spawn was neither uniform nor pure, and was highly susceptible to disease.

Lambert, however, inoculated spores, carefully selected and germinated un-

(Continued on Page 21)



In the darkened area where mushrooms grow, workmen must wear a miner's hat as they go about their inspection work. Pennsylvania annually produces some 50 million pounds.



This 20-box consignment of mushroom spawn being loaded aboard a TWA transport at Philadelphia International Airport is enough to grow about 30,000 pounds of mushrooms.

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At Emery's Midwest headquarters the keynote is . . .

Efficiency-Plus in the JETFREIGHT ERA

CHICAGO's Midway Airport has taken on the aspects of a nerve center of Emery Air Freight Corporation.

Several weeks ago, an electronic private wire system, described by its designers, Western Union, as "the first completely automatic high-speed communications system," was placed in operation. Stretching over a network of some 14,000 miles, the heart of the message system is in the Emery Building at Midway.

Installation of the Western Union setup coincides with certain positive steps taken by Emery in line with the Jet Age which is fast moving in on the air freight industry. Another one of these steps is the forwarding company's expansion of freight-handling facilities at Midway, a \$125,000 program prompted by a 120% growth factor there since the beginning of last year. While Midway is the center of Emery's Chicago operation, it is not the sole facility in that area; it maintains a 24-hour-a-day link with O'Hare Airport.

It was pointed out by G. A. Connors, vice president-Midwest of Emery, that the Chicago air freight volume and potential underwent a pinpointed study which started more than a year ago. The engineering firm of Drake, Startzman, Sheahan & Barclay, which handled the study, also came up with a design for facilities and tech-



ON HAND to observe the transmission of messages of greeting between officials of Emery Air Freight Corporation and Western Union, thus activating the new leased wire system installed in Emery's offices at Midway Airport, Chicago, were (left to right): G. S. Paul, vice president, Western Union; G. P. Little, general manager, Lake Division, Western Union; John T. Bascom, Chicago manager, Emery; Gerald A. Connors, vice president, Emery; Stanley Williams, chief operator, Emery. System is result of year's engineering study.

niques capable of coping with the further growth of air freight during the five succeeding years. Hence, the speeded-up communications system now employed, as well as a changeover to give air cargo more mobility while it is on the ground.

Up to the present time, Emery's growth in this region has averaged

19% per year. If the engineers' projection is accurate, the firm will see its air freight volume improve at the rate of 15% per year through 1962. Viewing this forecast, Connors said:

"Our aim has also been to speed up ground handling time so that we can match in this area the significant im-

(Concluded on Page 21)



HEART of Emery's newly installed high-speed, automatic communications system which links more than 14,000 miles of private wire service from coast to coast. Communication between major cities in



the United States and Canada is virtually instantaneous . . . Right: Scene at Emery's Midway facility where modern materials-handling techniques are employed. Stepped-up handling matches new tempo.

AIR CARGO: FOURTH QUARTER

Statistics covering freight and express flown by the scheduled combination, all-cargo and helicopter airlines of the United States during the comparative fourth quarters of 1957 and 1958.

REVENUE TON-MILES OF FREIGHT CARRIED

	4th Quarter 1957	4th Quarter 1958	Percent of Change
Domestic Trunklines	54,555,000	66,076,000	+21.1
Local Service Airlines	507,000	643,000	+26.8
Territorial Airlines	408,000	394,000	-3.4
Helicopter Airlines	3,000	1,000	-66.7
International & Overseas Airlines	34,794,000 ²	36,280,000 ²	+4.3
Alaskan Airlines	1,679,000 ²	1,891,000 ²	+12.6
All-Cargo Airlines*	38,836,000 ¹	35,811,000 ¹	-7.8
Consolidated Industry	130,782,000³	141,096,000³	+7.9

REVENUE TON-MILES OF EXPRESS CARRIED

Domestic Trunklines	11,942,000	13,053,000	+9.3
Local Service Airlines	459,000	553,000	+20.5
Helicopter Airlines	8,000	9,000	+12.5
All-Cargo Airlines*	432,000	530,000	+22.7
Consolidated Industry	12,841,000	14,145,000	+10.2

OPERATING REVENUES—FREIGHT

Domestic Trunklines	\$13,216,000	\$15,781,000	+19.4
Local Service Airlines	265,000	340,000	+28.3
Territorial Airlines	208,000	200,000	-3.8
Helicopter Airlines	10,000	10,000	0.0
International & Overseas Airlines	11,411,000 ²	12,418,000 ²	+8.8
Alaskan Airlines	638,000 ²	744,000 ²	+16.6
All-Cargo Airlines*	7,737,000 ¹	6,872,000 ¹	-11.2
Consolidated Industry	\$33,485,000³	\$36,365,000³	+8.6

OPERATING REVENUES—EXPRESS

Domestic Trunklines	\$3,694,000	\$4,680,000	+26.7
Local Service Airlines	193,000	282,000	+46.1
Helicopter Airlines	30,000	36,000	+20.0
All-Cargo Airlines*	123,000	149,000	+21.1
Consolidated Industry	\$4,040,000⁴	\$5,147,000⁴	+27.4

¹ Includes domestic and international.

² Express and freight combined.

³ Includes express carried by International and Alaskan carriers.

⁴ Does not include express carried by International and Alaskan carriers.

DOMESTIC TRUNKLINES

American • Braniff
Capital • Continental
Delta • Eastern
National • Northeast
Northwest • TWA
United • Western

LOCAL SERVICE AIRLINES

Allegheny • Bonanza
Central • Frontier
Lake Central • Mohawk
North Central • Ozark
Pacific • Piedmont
Southern • Trans-Texas
West Coast

TERRITORIAL AIRLINES

Hawaiian
Trans-Pacific

HELICOPTER AIRLINES

Helicopter
Los Angeles
New York

ALL-CARGO AIRLINES

AAXICO • ASA
Flying Tiger • Riddle
Seaboard & Western

INTERNATIONAL & OVERSEAS AIRLINES

American • Braniff
Caribbean/Atlantic • Delta
Eastern • National
Northwest • Pan American
Panagra • TWA
Trans-Caribbean • United

ALASKAN AIRLINES

Alaska • Alaska Coastal
Cordova • Ellis
Northern Consolidated
Pacific Northern • Reeve Aleutian
Wien Alaska

EFFICIENCY PLUS

(Continued from Page 19)

provements in plane speed that have just taken place."

Connors, of course, was referring to propjet and pure jet services which, respectively, offer shippers 400- and 600-mile-per-hour speeds. He was careful to point out that slower piston-engined transports are providing door-to-door service between the Windy City and any other point in the United States.

These various speeds are complemented by the new high-speed communications system. Controlled at Chicago, it receives all messages destined to all points in the country. Through switching equipment which recognizes the divers codes identifying Emery's numerous stations, it directs each message to the proper outgoing circuit. Performed automatically, it can send a message to the most distant point, and receive an acknowledgment in less than two minutes. This was demonstrated during the inaugural ceremony when John C. Emery, president of the forwarding firm, and Walter P. Marshall, president of Western Union, broadcast messages over the private network. • • •

MUSHROOM LIFT

(Continued from Page 18)

der sterile conditions, into milk bottles containing sterilized horse manure. The resulting spawn was of known vigor and variety, and also was free from disease and insects.

For the first time, then, the mushroom-grower knew that the spawn that he planted was good. Moreover, provided a variety of other conditions were beneficial, he could be assured he would harvest a good crop.

Development of bottled spawn set the stage for the next big boosts the industry was to enjoy. Increase in

yield, which resulted from the better spawn, lowered costs. Subsequently, the reduced prices encouraged the canners to put up the product, and market it in sections where mushrooms had been unheard of before. Mushroom soup provided the next surge. From zero in 1934, canned mushroom soup production and consumption jumped by 1946 to a walloping 24,500,000—this, the mushroom poundage consumed in soup making. Simultaneously air freight entered the picture as a commercially feasible means for transporting spawn.

Problem Answered

The new transportation early attracted industry notice. Its advantages, particularly speed, ideally answered the crucial industry problem arising from spawn's extreme perishability. Various diseases quickly attack and destroy ordinary commercial variety spawn, if it is stored for any period without refrigeration.

Previously, spawn shipments had been almost wholly rail expressed. However, ground shipping, especially for long hauls, obviously cannot compete with air for speed.

And other peculiarities of the industry place a further premium on speed. For one, mushroom growers like to have spawn available the moment their houses are ready for planting. Getting ready involves a complicated procedure of curing manure, filling beds, and pasteurizing houses. However, once all this is done, the spawn must be at hand. Although refrigeration will preserve it, most growers avoid intermediate storage. Rather they prefer driving to their local airfields—some growers travel 50 miles or more to reach an airport—to pick up spawn one day fresh from the spawn-producer.

For all these reasons, air freight has proved ideal. Temperatures can be controlled closely. Delivery is quick—usually within a day. Moreover, bottled spawn, being concentrated, and

compact—one core normally produces 50 to 100 pounds of mushrooms—makes perfect air freight.

So successful has air freight proved that it has worked a further revolution in the astounding mushroom industry. Looking back to the 1920s, we find more than 90% of all U. S. mushrooms growing in the Kennett Square region. However, the advent of the Thirties brought also the famous DC-3 commercial airliner. And in the holds of the same DC-3s, which were newly hauling passengers between cities with unprecedented speed, went the first airborne bottled spawn. Mushroom spores, designed by nature to be carried by the wind, were now traveling by air in a way nature never intended.

Since mushroom spawn could now be air-shipped, mushroom growers no longer needed to situate themselves next door to the spawn producer. They could, and did, locate at remote distances in the many parts of the country where temperature and other conditions make mushroom growing possible.

Rocketing Production

Subsequently, both mushroom and spawn production have zoomed. The availability of low-cost fresh mushrooms has created new demand and new markets the length and breadth of the country. Related industries—producers of fertilizers, insecticides, spray equipment, miners' lamps used by growers in the darkened mushroom houses and so on—also have felt the impetus.

The upshot has decentralized mushroom production in this country. Pennsylvania, turning out 50 million pounds annually, has increased its production fourfold, and still leads the nation. And Kennett Square still is the mushroom capital of Pennsylvania. Nevertheless, the statistical picture now discloses that Pennsylvania production accounts for only 60% of U. S. mushrooms, while other states produce 40%.

Spawn shipping is a seasonal busi-

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ness beginning normally in early February, building up through mid-March then tapering off.

Once the spawn matures in the bottle, the milk bottle is broken away, freeing the spawn-containing manure core. More recently, specially designed, reusable bottles, which can be opened rather than broken, have come into use, but the principle is the same. In either case, only the core is shipped.

Air Distribution

Spawn cores, packed 12 to a corrugated cardboard carton, arrive at Philadelphia International Airport from Toughkenamon Valley in company trucks. Most leave the field aboard ordinary passenger-cargo airliners (although all-cargo planes also carry out a portion), within hours for destinations at Chicago, St. Louis, San Francisco, Los Angeles, Seattle, Dallas, Kansas City, Mo., Montreal, and Toronto. Delivery to growers at these points is usually within 24 hours.

Trans World Airlines, one of the field's busiest spawn carriers, normally airlifts some 16,000 pounds during the season. Individual shipments average about 1,500 pounds. Less seasonal is the traffic in the mushroom themselves.

Only choice grades—"specials" and "fancies," fit to smother steaks in the nation's finer restaurants—enjoy the luxury of an air ride. Plainer grades, including "buttons," "spots," and "opens," travel to canneries and vegetable dealers by truck or train.

The mushroom industry turned in a new direction during World War II when it was discovered that the technique of producing pure spawn also was adaptable to penicillin cultures. Subsequently all facilities and personnel of the local Chester County Mushroom Laboratories were diverted to this new work.

During 1943, the first year of penicillin production, this lab produced

more serum than any other lab in the world. The bulk left this area by air freight.

As penicillin became more plentiful and other drugs superseded it in many applications, it ceased to be air shipped. However a variety of other ethical drugs produced in Philadelphia continue to form an important part of total air traffic from the local field.

The trend today among commercial mushroom growers is away from manure spawn and towards grain spawn—spawn cultivated in a bottled mix of rye. The movement may be expected to make air freight even more crucial to the industry, since grain spawn, although easier to plant, is even more perishable, and the need for speed, therefore, even more necessary.

Three hundred years ago, *agaricus campestris*—the cultivated mushroom—was a luxury for wealthy people in a few, scattered cities. Modern aviation has played a role in making this curious and tasty vegetable available to all.

• • •

CLAIMS & INSURANCE

(Continued from Page 17)

h) the number of the packages, the method of packing and the particular marks or numbers upon them;

i) the weight, the quantity and the volume or dimensions of the goods;

j) the apparent condition of the goods and of the packing;

k) the freight, if it has been agreed upon, the date and place of payment, and the person who is to pay it;

l) if the goods are sent for payment on delivery, the price of the goods, and, if the case so requires, the amount of the expenses incurred;

m) the amount of the value declared in accordance with Article 22 (2);

n) the number of parts of the air consignment note;

o) the documents handed to the carrier to accompany the air consignment note;

p) the time fixed for the completion of the carriage and a brief note of the route to be followed, if these matters have been agreed upon;

q) a statement that the carrier is subject to the rules relating to liability established by this Convention.

Article 9

If the carrier accepts goods without an air consignment note having been made out, or if the air consignment does not contain all the particulars set out in Article 8 a) to i) inclusive and q), the carrier shall not be entitled to avail himself of the provisions of this Convention which exclude or limit his liability.

You will thus appreciate, although there is at present no law on the question that it may be possible for the carrier to be liable if he omits from the air consignment note the place and date of its execution. I say this even though the carrier could not otherwise be held responsible for the loss. This is, of course, highly technical, and I cannot foretell what position the courts will ultimately take if and when the question is put to them.

Article 13

1) Except in the circumstances set out in the preceding Article, the consignee is entitled, on arrival of the goods at the place of destination, to require the carrier to hand over to him the air consignment note and to deliver the goods to him, on payment of the charges due and on complying with the conditions of carriage set out in the air consignment note.

2) Unless it is otherwise agreed, it is the duty of the carrier to give notice to the consignee as soon as the goods arrive.

3) If the carrier admits the loss of the goods, or if the goods have not arrived at the expiration of seven days after the date on which they ought to have arrived, the consignee is entitled to put into force against the carrier the rights which flow from the contract of carriage.

Therefore, in my opinion, if the shipment has not arrived within seven days after the date on which it ought to have arrived, the consignee may file a claim for the value and insist upon payment, and if refused has the right to file suit immediately.

However, I must direct attention to the contract of carriage, which includes the filed tariff of the carrier. These



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usually provide that claims for non-delivery must be filed within 120 days after the date of acceptance of the goods by the carrier. The carriers, therefore, contend that if such a claim is presented after a lapse of the 120 day period, the claimant is barred from recovery.

Article 14

The consignor and the consignee can respectively enforce all the rights given them by Articles 12 and 13, each in his own name, whether he is acting in his own interest or in the interest of another, provided that he carries out the obligations imposed by the contract.

CHAPTER III

Liability of the Carrier

Article 18

1) The carrier is liable for damage sustained in the event of the destruction or loss of, or of damage to, any registered luggage or any goods, if the occurrence which caused the damage so sustained took place during the carriage by air.

2) The carriage by air within the meaning of the preceding paragraph comprises the period during which the luggage or goods are in charge of the carrier, whether in an aerodrome or on board an aircraft, or, in the case of a landing outside an aerodrome, in any place whatsoever.

3) The period of the carriage by air does not extend to any carriage by land, by sea or by river performed outside an aerodrome. If, however, such a carriage takes place in the performance of a contract for carriage by air, for the purpose of loading, delivery or trans-shipment, any damage is presumed, subject to proof to the contrary, to have been the result of an event which took place during the carriage by air.

Article 19

The carrier is liable for damage occasioned by delay in the carriage by air of passengers, luggage or goods.

Article 20

1) The carrier is not liable if he proves that he and his agents have taken all necessary measures to avoid the damage or that it was impossible for him or them to take such measures.

2) In the carriage of goods and luggage the carrier is not liable if he proves that the damage was occasioned by negligent pilotage or negligency in the handling of the aircraft or in navigation and that, in all other respects, he and his agents have taken all necessary measures to avoid the damage.

Article 20 has caused the airlines some concern. When passengers and cargo have been involved in a serious accident resulting, let us say, in the death of several of the passengers, serious injury to others and total loss of the cargo, the carrier would like to take the position, with respects to the cargo, that the loss was occasioned by negligent pilotage, or negligence in the handling of the aircraft, or in navigation, but if he does so he immediately commits himself to liability for the deaths and personal injuries.

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It will therefore be found, in cases of this kind, that the payment of cargo losses may be delayed, and it will be for only one reason—namely, that the carrier wants to find his position first with respects to the death and personal injury claims which are usually much more important in amount, and when those are disposed of he will then, as a rule, pay the cargo losses even though he probably has a good defense.

Article 22

2) In the carriage of registered luggage and of goods, the liability of the carrier is limited to a sum of 250 francs per kilogram, unless the consignor has made, at the time when the package was handed over to the carrier, a special declaration of the value at delivery and has paid a supplementary sum if the case so requires. In that case the carrier will be liable to pay a sum not exceeding the declared sum, unless he proves that that sum is greater than the actual value to the consignor at delivery.

3) As regards objects of which the passenger takes charge himself the liability of the carrier is limited to 5,000 francs per passenger.

4) The sums mentioned above shall be deemed to refer to the French franc consisting of 65½ milligrams gold of millesimal fineness 900. These sums may be converted into any national currency in round figures.

The sum of 250 francs per kilogram has been converted into United States currency to \$7.71 per pound, and you will frequently see this latter figure expressed in airwaybills as a limit of liability. It is my understanding, with respects to this Article, that the carrier's measure of liability is the full

amount of the loss not exceeding the sum of 250 francs per kilogram unless, of course, a higher value has been declared and an extra charge paid therefore.

Some years ago a new airwaybill was put into effect by the International Air Transport Association. This IATA airwaybill provides for prorating, which provision was not in effect in the old airwaybills.

The sum of 5,000 francs per passenger which is the limit of liability for personal effects and unchecked baggage, has been converted to approximately \$333.

Article 25

1) The carrier shall not be entitled to avail himself of the provisions of this Convention which exclude or limit his liability, if the damage is caused by his wilful misconduct or by such default on his part as, in accordance with the law of the Court seized of the case, is considered to be equivalent to wilful misconduct.

2) Similarly the carrier shall not be entitled to avail himself of the said provisions, if the damage is caused as aforesaid by any agent of the carrier acting within the scope of his employment.

Article 26

1) Receipt by the persons entitled to delivery of luggage or goods without complaint is prima facie evidence that the same have been delivered in good condition and in accordance with the document of carriage.

2) In the case of damage, the person entitled to delivery must complain to the carrier forthwith after the discovery of the damage, and, at the latest, within three days from the date of receipt in the case of luggage and seven days from the date of receipt in the case of goods. In

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the case of delay the complaint must be made at the latest within 14 days from the date on which the luggage or goods have been placed at his disposal.

3) Every complaint must be made in writing upon the document of carriage or by separate notice in writing dispatched within the times aforesaid.

4) Failing complaint within the times aforesaid, no action shall lie against the carrier, save in the case of fraud on his part.

The reader will note that nothing is said of the time within which a claim must be made in the event of non-delivery. However, it will be recalled that in accordance with Article 13, if the goods have not arrived at the expiration of seven days from the date on which they ought to have arrived, the consignee is entitled to put into force against the carrier the rights which flow from the contract of carriage. Accordingly, in my opinion, claim may be filed and if necessary suit brought against the carrier, after such seven days have elapsed.

Article 29

1) The right to damages shall be extinguished if an action is not brought within two years, reckoned from the date of arrival at the destination, or from the date on which the aircraft ought to have arrived, or from the date on which the carriage stopped.

2) The method of calculating the period of limitation shall be determined by the law of the Court seized of the case.

Article 30

3) As regards luggage or goods, the passenger or consignor will have a right of action against the first carrier, and the passenger or consignee who is entitled to delivery will have a right of action against the last carrier, and further, each may take action against the carrier who per-

formed the carriage during which the destruction, loss, damage or delay took place. These carriers will be jointly and severally liable to the passenger or to the consignor or consignee.

CHAPTER IV

Provisions relating to combined carriage

Article 31

1) In the case of combined carriage performed partly by air and partly by any other mode of carriage, the provisions of this Convention apply only to the carriage by air, provided that the carriage by air falls within the terms of Article 1.

2) Nothing in this Convention shall prevent the parties in the case of combined carriage from inserting in the document of carriage conditions relating to the provisions of this Convention as observed as regards the carriage by air.

Air shipments destined for countries not adherent to the Warsaw Convention are, of course, not subject to it. In those cases reliance must be had solely upon the contract between the parties, the airwaybill and the tariffs, the terms and conditions of which have been practically untried so far as the courts are concerned. The air cargo business, although it has been in operation for quite a period of time, is still, in the sense of judicial determination of liability, in its infancy. I judge that many more years must elapse before questions which are in doubt today are resolved by judicial process.

Insurance covers property carried under an airwaybill in two respects:

(1) insurance on the property against all risks of physical loss or damage, and
(2) insurance on the liability of the carrier. Some carriers purchase a third coverage: insurance on losses caused by delay and on the additional or excess liability of the carrier over and above the declared limits.

Insurance on property provides for protection of the shipment against all risks of physical loss or damage. There must be external evidence of physical damage because inherent vice is an ex-

clusion. Theft, pilferage, water damage, fire damage, etc., are all covered.

These claims are frequently passed over to the insurer for settlement direct with the shipper or consignee and payment is made by the insurer by check or draft.

Liability claims, where there is no insurance on the goods under the carrier's policy, are usually investigated and processed and paid by the carrier's claim department with reimbursement for the payments coming from the insurer. Deductibles are frequently involved where the carrier assumes the first \$25, \$50, or \$100 of each claim.

Where both insurance and liability are applicable to the same loss payment is made under the insurance feature of the policy and the liability feature is not invoked. If, however, the shipper is not wholly satisfied by payment of his loss under the insurance feature, he may and will claim on the basis of liability for greater relief. This can only be true if the carrier is liable as a carrier for the loss, if not, the insurance coverage is the only recourse he has.

Insurance frequently covers before and after a carrier has custody. On a pick up truck, under an order for services or shippers letter of authority while enroute to an airport, before an airwaybill is cut.

Insurance also covers at destination, after delivery by a carrier to customs, while there a reasonable time, and on truck or other conveyance until delivered to the consignee.

If the consignee takes delivery at customs coverage usually ceases. This protection parallels the ocean marine warehouse to warehouse clause. Contrast this with the carriers liability which has its inception when the airwaybill is cut and ends when the shipment is safely delivered at destination to customs or the consignee or his agent.

Goods cannot be left in a Custom House for months and months, or a year, and still be covered by insurance. The policy provides "while in due course of transit." This period is construed by the insurer as a reasonable time to clear customs.

Fires have occurred in foreign customs warehouses with large cargo losses involved. Always, cases are found where the goods have been left in the warehouse by the consignee for months, sometimes over a year. In these cases the insurer determines the reasonable time for goods to pass through that particular customs, and accepts liability under its policy for that period. If the goods have been there for a longer time liability is declined.

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The investigation of liability claims for cargo is, in all cases of which I am aware, carried out by airline personnel. They are in the best position to ascertain the facts and to check their own records of dispatch, handling and delivery.

Losses involving valuable shipments, such as gold, bullion, silver, watches, diamonds, furs, paintings are usually investigated by specialists furnished by the insurer. These men travel to foreign countries to develop facts relating to an important loss and frequently point the finger at the guilty party. They may make recovery of stolen cargo on occasion.

Customer relations can be seriously affected by the improper handling and settlement of all claims. Prompt investigation and considerate contact with shipper or consignee pays dividends and insures future business.

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NEW EQUIPMENT

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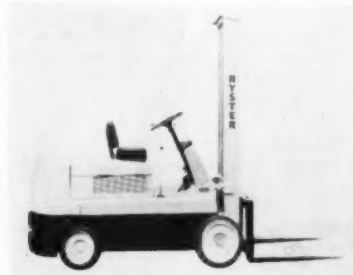
Newest additions to Hyster Company's line of pneumatic tire lift trucks are the Challenger 360 and 400. The units are rated at 36,000 and 40,000 pounds capacity at a 36" load center. Hyster said that dependable power for big truck applications is supplied by six-cylinder Continental engine. The power plant develops 153 hp at 2400 rpm, 350-pound-feet of torque. Quality features as standard equipment include pressure lubrication of rods and bearings, individual valve portings, mechanically driven fuel pump, and built-in oil filter and cooler, the manufacturer reported. Continental diesel engine is available as optional equipment. Three-speed range, power shifted, planetary transmission with integral torque converter pro-



vides fast, smooth load control, Hyster said. Unit cushions drive line shocks, eliminates engine lugging and stalling, and assures precise inching for load positioning. Truck controls are positioned for unobstructed operator visibility and accuracy of control. Power steering is standard.

These Challenger models are massively constructed to withstand the stresses of extremely heavy-duty applications, it was pointed out. Uprights are heavy section steel channels fully roller mounted on anti-friction bearings. Sandwich type construction of the steering axle encloses steering components between four inches of plate steel, combining maximum strength and protection with counterweight function. Body and fenders are heavy steel. The overhead guard permits placing the tilt cylinders high on the uprights where they provide maximum upright support against forward, backward, and lateral stresses. In addition, it offers protection for the operator plus the advantage of being easily closed in during bad weather operation. The overhead protection for the operator consists of ten 3/4" x 2" parallel steel strips spaced to afford operator visibility of the load at high lift. Upright tilt range is 10° forward, 10° back.

Hyster also uncovered another addition to its cushion tire lift truck line—the SpaceSaver 100—10,000 pounds capacity at 24" load center. Unitized construction



—welded integral chassis and frame—combines maximum strength and rigidity with easy access to major components, Hyster said. Its Continental engine has 83 hp, 244 cubic inches displacement, and develops 192 pounds-foot of torque at 1200 rpm. Extra heavy crank and camshaft, heat-treated bearings and timing gears, built-in flyball governor, and extra sturdy gear case cover aim at long service life with minimum maintenance.

"Power steering, shortest turning radius in the industry, full circle visibility, fast lift and travel speed, and the application of 'human engineering' principles in the placing of controls give the SpaceSaver 100 mobility and maneuverability for high production on a wide variety of job applications," the manufacturer declared.

A fork truck attachment that stacks, transports and dumps barrels and drums is offered by Lewis-Shepard Products, Inc. The manufacturer claims that this attachment adds tremendous versatility to any fork truck. It not only handles wooden barrels and steel or fibre drums through clamping pressure but also dumps their



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contents by hydraulic tilting action, Lewis-Shepard states. The objects handled can vary from 18" to 26" in diameter and be tilted up to 180° forward for dumping. All of the operations—clamping, rotating, lifting, lowering and tilting are controlled by the operator from his driving position. The attachment can be placed on any of the L-S Spacemaster Electric Fork Trucks or Jackstacker Walkie units. Capacity is 1,000 pounds.

Lewis-Shepard also announced that it is now using a new load grab with bale grab arms. This photo shows what the manufacturers call "the perfect truck for the small warehouse, light duty bale handling operation." The minimum overall truck weight and maneuverability offered by this Model J with Cascade Bale Clamp, makes it "ideally suited for operations in



old style textile warehouses where floor loading capacities and maneuvering space often pose major problems." The Bale grab arms are quickly detachable and can be quite easily interchanged with a wide variety of Cascade arms, thus making it possible to handle many different types of loads.

A new line of shock absorbing casters for handling missile and aircraft components, ceramics, liquids, delicate assemblies or other fragile loads has been announced by The Hamilton Caster & Manufacturing Co. The new 'Cush-N-Aire' casters are of drop-forged steel construction and equipped with pneumatic tires of 8", 10", 12", 14" and 16" sizes. Casings are four-ply with separate innertubes. Bolted hubs permit fast on-the-job demounting and remount-



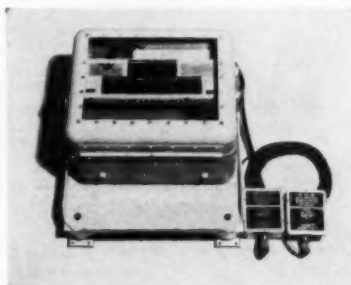
ing of tires, and wide base rims assure better flotation and longer tread life, Hamilton said. Load capacities are up to 1,000 pounds per caster. Among the construction features are integrally forged kingpin, Timken tapered thrust bearing, and slotted cotter pin nut for precise adjustment of swiveling action. A four-position swivel lock is an optional accessory.

The National Vulcanized Fibre Co. has announced a new line of lightweight reusable vulcanized fibre shipping containers for the transportation of delicate instruments and equipment. The firm stated that "these containers were developed to meet the needs of commercial airlines, instrument and equipment manufacturers, the armed forces and industrial companies which have the problem of shipping precision equipment to such locations as branch offices, subsidiary plants, field and test sites, proving grounds, research establishments, maintenance depots." Known as Kennett reusable shipping containers, these units feature minimum weight, high strength, maximum protection, and durability. The firm said:

"They are designed to insure the damage-free arrival of such expensive equipment as radar units, gyroscopes, scientific instruments, portable testing equipment, product demonstrators, optical and electronic apparatus and other shock-sensitive components and equipment. Being lightweight and as easily handled as any piece of luggage these containers can be shipped with passenger luggage without any danger of damage."

The reusable shipping containers are available in three basic constructions—standard padded, dunnage board and shock cradle—National said. It was pointed out that Kennett reusable shipping containers meet all Air Transport Association specifications for Category I containers. ATA specifications define Category I containers as "long-life" containers which will withstand multiple shipping operations and the elements.

A new electronic Impact Recorder, manufactured by the Special Devices Division of Lockheed Aircraft Service, has been introduced. It is of particular interest to those



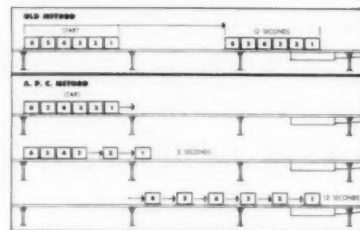
concerned with the protection of air cargo shipments. Housed in a portable aluminum case containing its own electrical power and transducers, the recorder is designed to measure on-off digitized acceleration data from impacts, shock or G-loads, up to seven Gs.

According to E. A. Skae, president of Equipment Manufacturing, Inc., Detroit, new side transfer loading system called STOW (Side Transfer Optimum Warehousing) will solve the years-old problem of material handling and storage where more square feet of aisle space are re-

quired than actual storage area used. By means of patented attachment which permits the fork truck operator to pick up or discharge his unit load without the usual 90° turn, STOW reportedly requires an aisle only inches wider than the maximum load width itself. This attachment will fit any standard fork lift truck, Skae said.

STOW cuts regular 12-foot aisles by more than 50% and in some cases to as little as five feet, it was stated. This space saving will make available a "bonus" storage area of more than 50%, increasing the number of unit loads by 50% to 60%.

Rapids Standard Co., Inc., has introduced a new lightweight, pressure-sensing conveyor reported to minimize problems of accumulated carton line pressure, "slug loading," and "jackknifing." The new units have been designated A-P-C conveyor (Adjustable Pressure Control). The manufacturers stated that in essence, the A-P-C unit is wheel conveyor with a 4" belt replacing the center load-bearing wheels of the conveyor equipment. The belt provides the power in this unique conveyor. Rapids added:



"Pressure-sensing characteristics of the A-P-C conveyor result primarily from a simple but effective system of trigger wheels linked with pressure wheels. Through these wheels, optimum belt pressure is delivered to cartons of varying weight for movement. Pressure is removed from the cartons when accumulation is required, and accumulated line pressure is practically eliminated. The trigger wheels and pressure wheels combine to raise and lower the belt so that motion can be imparted when the belt is raised to come into contact with the bottom of the carton. When the pressure wheels are lowered, the belt drops away from the carton which then rests only on the gravity wheels that make up most of the bed width of the conveyor.

"The pressure wheels are located under the moving belt. Each set of pressure wheels is linked by a rod to a set of trigger wheels which are mounted on either side of the belt. When there is no load on the trigger wheels, they are slightly higher than the load-bearing wheels. Considering the direction of travel of the belt, the trigger wheels are ahead of the pressure wheels they control. Therefore, when a container rides onto the trigger wheels and depresses them, the pressure wheels also are depressed, dropping away from the belt and permitting the belt to drop below the level of the load-bearing wheels in the conveyor. This means that the next container behind the one resting on the trigger wheels is not in contact with the belt. With a series of linked pressure and trigger wheels the length of the conveyor, this action is repeated all the way along, so that when a stop is placed in the line, the only contact between belt and container is that between the belt and the first container in line."

It was pointed out that this action over-

comes the problem of cumulative line pressure ordinarily encountered with power belt and live roller conveyors. Rapistan said that even the pressure on the first container is minimized, because most of the load rests on the load-bearing wheels and the only forward pressure exerted is that resulting from contact of the 4" belt with the center of the container bottom. An A-P-C conveyor can be made part of a system, and permit accumulation at desired points without shutting down the system, or without causing damage to containers or buckling of a line of containers and consequent spilling due to accumulated line pressure, it was stated. Another advantage resulting from the combined trigger wheel and pressure wheel mechanism was described:

"With belt contact only on the first carton, only the first carton moves as soon as the stop is removed. Until the first carton entirely clears the trigger wheel, the pressure wheel under the second container does not push the belt into contact with the bottom of the second container. Therefore, the first carton gets a head-start. There is space between the first and second carton. This process repeats itself between the second and third container, the third and fourth, etc. This permits easy control of the number of containers released from accumulation at any given time, permits installation of counting devices immediately after the accumulation stage, and promotes a greater degree of safety for materials in negotiating curves, transfers, and inclined portions of the conveyor system. It also provides smooth starts because the belt comes into contact with the container gradually, overcomes the container's inertia gradually and avoids jerky starts. Thus, it is possible to carry tiered loads or loads with a high center of gravity more safely than is possible on the ordinary powered conveyor."

A new complete Round Steel Strapping kit, introduced by Inland Wire Products Co., is designed to reinforce, seal or bundle small shipping cartons for shipping rooms where heavier type strapping equipment would be impractical. The kit is complete with a light weight, compact, single-stroke steel strapping unit, using 18½ gauge copper coated steel strapping containing approximately 2,500' in an easel fibre car-

trunk, powered by a 24 volt electrical system. Reported to be the result of several years of engineering research, design planning, and product testing, it is expected to broaden greatly the application of narrow aisle trucks. The use of rugged components, compactly arranged in the drive unit assembly, makes it possible to meet the performance requirements of large counter-weighted trucks while enjoying the space saving features of narrow aisle units, Raymond said. The firm pointed out that the new truck has two drive motors directly coupled to the large steerable wheels. Each of the drive motors has only one gear reduction; however, four separate speeds are provided for both forward and reverse movement. The control of speed is obtained by varying the connection of the motors between series and parallel circuits to eliminate the power loss normally dissipated by resistors.



Raymond stated that another unusual feature of the new heavy duty truck is the manner in which the large dual drive wheels are connected for steering. Their turning radius permits 48" x 48" pallet loads to be right angle stacked in aisles only 7'6" wide. Such a wide angle of steerable wheels pivoting on their own centers has never before been offered on an industrial fork truck, it was said. Other improvements incorporated in the design of the new truck are optional power steering, three separate brakes, a readily accessible battery compartment, elevating and lowering controls combined with directional speed control, protected hydraulic hose sections, and a narrow reach carriage for improved visibility. The new heavy duty truck is offered in both reach fork and straddle base fork models.

Palmer-Shile Company has announced the manufacture of a stock trailer with chart holder designed to coordinate and



ton and an auxiliary cutter. It was pointed out by the manufacturer that steel-trapped packages are stronger, assuring safe arrival of packages and offering greater protection against pilferage and concealed losses. The compact unit tensions and ties the Round Steel Strapping with a single stroke of the lever, the entire operation taking only seconds to complete.

The Raymond Corporation has announced an entirely new heavy duty 4,000-



There has been a revival of interest in the air charter market in recent weeks, resulting in increased activity. Airbrokers on the Baltic Exchange are handling a large volume of new, varied inquiry and have achieved considerable success in the arrangement of fixtures.

Although one usually expects the start of the summer season to impinge on "open market" transactions and limit the scope of business through preoccupation of aircraft on liner services, this year there seems to be a difference. Several owners' brokers have notified good availability, a wider selection of aircraft being offered than is usually the case. This is reflected in the fixture lists.

As usual, the heaviest demand of all on charter operators' space comes from the shipping companies with crews to transport, often at short notice, over a variety of routes. But this state of affairs has not influenced the arrangement of other classes of contract to any great extent. In fact, the reverse may well have been the case.

For example, an aircraft fixed one way between say, the Continent and the United States, for the movement of a party of seamen, is usually able to accept a return cargo load at a very reasonable rate. Also, with special regard to cargo, it sometimes happens that a day or so's grace is acceptable to the charterer, so that whereas on the one hand availability may sometimes favour the other-than-cargo charterer, on the other, there is often the compensation of lower rates arising from an empty leg, and extra availability over a wide route network.

Comment from airbrokers on cargo work has been interesting. It has been noted by E. A. Gibson & Co. Ltd. that transatlantic business has been prominent, mainly featuring one-way cargo loads; against this situation which occurred in a recent week, a week earlier cargo traffic by charter aircraft had been virtually non-existent. Yet other reports at various times have registered an increase in cargo work limited to different zones.

Apart from those cargo fixtures arranged elsewhere than on the Baltic, true assessment of the level of cargo work is complicated by the fact that many charters have been arranged direct with the operator. It

(Concluded on Page 32)

speed up stock selection and movement in warehousing. Mounted on the handle bar of the trailer is a metal stock chart holder for record keeping convenience and efficiency in stock selection. Units are designed for use in trains, with an overhead towline, or operated individually by hand. Each unit is equipped with a wishbone coupler and an eye in the back, two swivel and two stationary rubber tired wheels, link chains and hook for towline operation. Trailers are of all-steel welded construction, engineered and manufactured to customer size and load specifications.

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CONGRATULATIONS

U. S. AIRLINES

Alaska: Don Glynn, former manager of reservations procedures, manuals, and training for Allegheny Airlines, named general traffic manager of the Alaska carrier. He has also been associated with Delta and Resort.

American: George A. Spater, aviation law authority for many years associated with Chadbourne, Parke, Whiteside and Wolff, elected an executive vice president and general counsel, heading up AA's legal department.

Bonanza: Thomas J. Van Bogart appointed assistant treasurer.

Capital: M. J. van der Ploeg, former deputy president of KLM, named general adviser to David H. Baker, Capital's president. Prior to joining the Dutch carrier, van der Ploeg served as vice president and comptroller of Phillips N.V.

Frontier: J. Dan Brock, recently appointed executive vice president and general manager of TACA International Airways, has moved to Frontier Airlines to take over the office of vice president-traffic and sales. Brock had served TACA in a similar position for nine years. He was with that carrier for 12 years. Prior to World War II during which he served as a captain in ATC Brock was associated with Eastern Air Lines.

National: Walter F. Johnston elevated to vice president-administration and pro-

cedures, and Harry B. Taylor promoted to assistant treasurer.

Pacific: C. A. Myhre, former president of Frontier Airlines, appointed vice president-finance. R. E. Costello, vice president-traffic and sales, has taken over the new office of vice president-traffic in order better to cope with the airline's expanding service. Max A. King, with the airline since 1953, becomes vice president-sales.

Pan-American: Robert Maidment, cargo sales supervisor headquartered in London, promoted to cargo sales superintendent for the United Kingdom. A Fellow of the Institute of Shipping & Forwarding Agents, he has been with Pan Am since 1946.

Panagra: Peter Radulovic, special sales representative in Mexico City, transferred to Los Angeles . . . George Kecskemethy, Lima assistant district sales manager, succeeds Roger V. Rowe as district sales manager. Rowe has moved to New York to become assistant to Andrew B. Shea, president . . . Juan Carbone appointed district sales manager in Panama City . . . Alexander Moon, station manager in Talara, Peru, now special sales representative in Bogota, Colombia . . . Hugo Schoffer named special sales representative in Rio de Janeiro, Brazil.

TWA: Charles S. Thomas, president, awarded the Exceptional Civilian Service Award from the United States Air Force for his contributions to national defense and his active role in strengthening the Civil Reserve Air Fleet program. Thomas formerly served as Under Secretary of the Navy, Assistant Secretary of Defense, and Secretary of the Navy . . . E. O. Cocke, a TWA figure for three decades, named senior vice president and system general manager. Formerly senior vice president-sales, Cocke is a member of TWA's board . . . Louis P. Marchal, vice president-sales, Atlantic region, upped to vice presi-

dent and general sales manager. He has been with TWA since 1935.

Transocean: Jim Hannon transferred from the San Francisco Sales Department to Hong Kong where he has taken over the post of district sales manager . . . James Lednisky named station manager. Bob Allen (ex-Slick and Flying Tiger) appointed cargo representative for Southern California, based in Los Angeles.

United: R. H. Williams named assistant to the ground services manager at Reno . . . A. S. Cutting moves to Sacramento as assistant to the ground services manager . . . H. G. Crane becomes ground services manager at Twin Falls, Idaho.

FOREIGN AIRLINES

Avianca: Bernardo Acevedo, with the Colombian airline since 1950, appointed general sales manager, with headquarters in Bogota . . . His last post was as head of the company's operations in San Juan . . . Ann Rutledge named director of public relations.

BOAC: Frederick J. Pinchen, formerly district sales manager at San Francisco, shifts to Detroit to take over the same post there.

BWIA: Edwin H. Peterson, ex-Eastern Air Lines, appointed sales representative.

Eagle (Bermuda): William D. Barrington, president of Barrington's Traffic Service, named tariff agent.

Hunting-Clan: John de Marris succeeds R. Pycroft as head of cargo reservations at HCA's Cargo Unit at London Airport. Pycroft has been shifted to the movement control staff at London Airport Central.

Irish: Carl S. Roethgen, a well-known airline figure since 1937, promoted to New York regional cargo sales manager. With Irish since last year, Roethgen previously served as assistant manager of cargo sales for Eastern Air Lines.

Mexicana: Alexis E. Rozvar appointed director of public relations, succeeding Carlos Osuna, resigned.

REAL: Carlos L. Healy, formerly United States sales promotion manager, named interline manager headquartered in Miami.

SAS: Warren E. Kraemer, vice president-traffic and sales since 1954, elected first vice president and deputy to President Tore H. Nilert. A native of Chicago, he entered the airline industry in 1939 when he took over the post of sales and international route development manager for Eastern Air Lines. After service in World War II, Kraemer became assistant to the president of Braniff Airways, holding that post until 1952 when he joined SAS. In his new office, Kraemer will continue as traffic and sales chief . . . Four additional new officers have been elected: William Taylor, vice president-assistant to the president; George Hedman, vice president-public relations; Bartlett M. Shaw, vice president-personnel; and Thomas M. Reilly, vice president.

Swissair: Charles Haubi named to the management of the Swiss carrier's new office in Mexico City.

(Concluded on Page 30)



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FORWARDERS

Air Express International: Arthur D. Hussey, ex-Pan Am cargo executive, becomes assistant to Alvin B. Beck, executive vice president. A long time airline man, Hussey will be right-hand man to Beck, working on traffic, sales, and operations matters. In his last post for Pan Am, he served as cargo sales manager of the Atlantic Division . . . Lester (Les) Barnes, Jr., a licensed customs broker in Dallas and formerly associated with REA there, appointed Southwest general import manager. He will work under Col. Frank L. Holmes, AEI's regional manager based in Dallas . . . Jack C. Salcedo, previously associated with Westfair Air Service as office manager in charge of international shipments, named New England sales representative. He has considerable experience in the freight forwarding field.

Emery Air Freight: G. A. Connors, Midwest regional manager since early last year, elected a vice president. Connors, who joined Emery in 1951, was named Milwaukee station manager in 1952. Kansas City district manager in 1954, and Chicago district manager in 1956.

INDUSTRIAL TRAFFIC

Rudy Patrick Seed Co.: V. L. Hankins succeeds Harry A. Thompson who has retired as traffic manager.

Dow Chemical Co.: William E. Morrissey upped to assistant traffic manager of central terminals at Chicago.

Westinghouse Electric Corp.: Robert J. Crosby named traffic manager of the firm's East Pittsburgh divisions.

Canadian Cannery, Ltd.: John W. Hennessey appointed traffic manager, headquartered at Hamilton, Ontario.

General Motors Corp.: Harry J. Jones succeeds E. H. Anderson, retired, as traffic manager of Chevrolet-Norwood. Carl L. Galbraith moves up to assistant traffic manager.

American La France Corp.: John J. De Laney appointed director of transportation and assistant to the president.

Maple Leaf Milling Co.: Jack W. Cargill and Charles J. Harris named to the respective posts of traffic manager, based in Toronto, and Eastern traffic manager.

National Supply Co.: Victor E. Simon named Southwest district traffic manager, headquartered in Dallas.

Kerr Glass Manufacturing Corp.: Jack D. Smith succeeds J. A. Atkins, retired, as traffic manager. Headquarters are at Sand Springs, Okla.

MILITARY

Navy Bureau of Supplies and Accounts: Rear Admiral Thomas A. Long, Supply Corps, appointed Assistant Chief for Transportation, succeeding Rear Admiral Edward F. Metzger. Admiral Long's most recent assignment was on the staff of the Commander in Chief, U. S. Pacific Fleet and the Commander Service Force, Pacific Fleet, as Fleet and Force Supply Officer.

GOVERNMENT

Federal Aviation Agency: John V. Tighe named a special assistant to Deputy Administrator James T. Pyle . . . Francis M. McDermott appointed technical advisor to the director of the Bureau of Research and Development . . . Lucius W. Burton now serving as acting director of the new Bureau of National Capital Air-

ports. Burton is director of Washington National Airport.

ORGANIZATIONS

Aerospace Industries Association: George F. Hannaum, assistant general manager, named vice president, and Samuel L. Wright, executive assistant to the president, appointed assistant secretary of the association.

CLUB NEWS

Air Cargo Sales Club of New York: Newly elected officers are Alvin C. Schweizer (Alaska), president; Herb Bornemann (Flying Tiger), vice president; Robert D. Havenstein (National), treasur-



Schweizer
Alaska



Bornemann
Flying Tiger



Havenstein
National



Di Stefano
Braniff

er; and James Di Stefano (Braniff), secretary. They succeed, respectively, Peter F. Winkler (National), Alex Igyarto (Sabena), Edward McColgan (Delta), and Tom Mulroy (SAS). All of the new officers will serve a term of one year. Board members elected to three-year terms are William Nash (KLM) and James McQuade (New York).

Transportation Club of Kansas City: The club's 1959 Transportation Man of the Year Award has been won by Wilbur M. Boring, general traffic manager, Vendo Co.

Traffic Club of New England: The club's annual outing took place last month at North Beverly, Mass.

Industrial Traffic Association of San Francisco: New officers: P. J. Wellnitz (Union Carbide Corp.), president; Scott D. Flegal (Safeway Stores, Inc.), vice president; P. N. Kujachnich (Owens-Illinois Glass Co.), secretary; Glenn T. Gleason (Zellerbach Paper Co.), treasurer. C. H. Costello (Continental Can Co.) is board chairman.

Central Arkansas Traffic Club: Col. Willis F. Lewis, USAF, addressed the club at last month's dinner in Little Rock.

Bridgeport Traffic Association: Outstanding sports figures, including three former boxing champs, attended the club's recent Night of Champions.

FACTS & FIGURES

UNITED STATES AIRLINES

ALASKA

The airline's recently issued report for the past year showed a 32% drop in freight revenues—from \$711,453 in 1957 to \$483,606 in 1958. Total operating revenues for the company (\$6,495,237) increased 12%.

ALLEGHENY

The local service air carrier's freight and express lift last year respectively rose 42% and 5.6% above the 1957 totals. Freight pounds flown in 1958 totaled 2,832,077, as against 1,998,489 in 1957; express pounds hauled last year reached 2,783,977 pounds, as against 2,634,334 the year before . . . Without reporting specific totals, Allegheny said that freight and express traffic in March exceeded the previous March's totals in these categories by 69% and 39% respectively . . . In April freight jumped 66% over the April, 1958 total. No actual freight figure was reported, but combined freight and express lift that month was 587,325 pounds.

AMERICAN

Registering a 14.7% increase over the same month a year ago, AA's April freight total reached 8,147,470 ton-miles. Express, at 803,822 ton-miles, gained 9.7% . . . For the first quarter of 1959, the airline had a net loss of \$1,977,000, exclusive of gain on the sale of property. The sale reduced the net loss to \$848,000.

BRANIFF

First-quarter statistics show an increase of 38.41% in freight ton-miles flown and 40.59% in express ton-miles flown. The Dallas-based airline's net earnings from all sources during this quarter reached \$1,067,658, an all-time high for this period.

CAPITAL

Cargo revenues for the first quarter are represented as being the biggest in the airline's history. Despite the pilots' strike, cargo income reached \$1,100,556 Dale W. Bauer, director of cargo sales, said. The January-March, 1958 quarter showed earnings of \$1,097,209. Bauer pointed out that in contrast with the domestic airlines' average increase of 5.9% in air mail revenue and decrease of 2.9% in air express revenue. Capital's mail earnings leaped 31.6% and express earnings increased 20.6%.

CONTINENTAL

During March 161,174 freight ton-miles were flown, an improvement of 14% as contrasted with the figure for the previous March. Express, at 42,839 ton-miles, was up 8%.

FLYING TIGER

Domestic air freight revenues for April, at \$1,190,064, represented an increase of 27.1% over the same month last year. Cumulative gain for the first four months of this year is reported to be 36.2%.

SEABOARD & WESTERN

Scheduled freight revenues in 1958 were \$7,269,104, a slight dip from the 1957 total of \$7,277,019. Total operating revenues from all forms of traffic were \$21,546,176, as against \$22,095,541 in 1957. Net loss for the year was \$321,614; the 1957 loss was \$401,554.

UNITED

Cargo revenues for the first quarter, at \$8,001,777, were up 28% from the comparable quarter in 1958. Freight ton-miles (18,458,000) increased 35%; express ton-miles (2,927,000) increased 27% . . . Freight ton-miles in March rose 34% from March of last year to a new total of 6,711,000. Express ton-miles, at 981,000, were up 21%.

FOREIGN AIRLINES

BEA

Freight ton-miles flown in April were reported at 1,129,100, a 32.9% jump from the 849,600 ton-miles flown in the same month last year.

BOAC

Cargo revenue on the British airline's New York-Bermuda run registered a whopping 166% increase for the first quarter of 1959 as compared with the same period a year ago. A total of 38,866 kilos of shipments was hauled in January-March of this year, as against 14,613 kilos in January-March, 1958. During the same quarter, BOAC carried 223,540 kilos of freight across the North Atlantic, 22% more than the 183,843 kilos carried in this period last year.

EAST AFRICAN

A total of 1,220,566 freight ton-miles was flown last year, representing an increase of 30.1% . . . Two new sets of statistics, just received, covering January 29-February 25 and February 26-March 25, indicate freight totals of 148.6 tons and 189.3 tons, respectively. As compared with the same periods in 1958, the first total represents a 10.6% increase and the second a 15.5% increase. The first quarter total (488.6 tons), however, is 1.6% under the 1958 first quarter.

ETHIOPIAN: Victor H. Harrell, Jr. general manager, in the airline's 1958 annual report, declared that it had operated for the fifth successive year without government subsidy. Traffic volume and revenues were at an all-time high. Revenue freight carried, exclusive of charter, rose from 5,273,695 kilos in 1957 to 5,613,821 kilos last year—a gain of 6.4%. Freight revenues increased 32%.

MEXICANA

The Mexican carrier's report for the year 1958 shows a total of 16,410,524 kilos of cargo transported. The 1957 cargo total was 17,192,579 ton-miles.

TRANS CANADA

In a release which gave no specific statistics with respect to cargo, TCA reported for 1958 that "air freight and express revenues approximated 1957 levels".

UAT

H. J. Winter, sales development manager for North America, reports that the French airline's 92 million cargo ton-miles flown in 1958 between Paris and nearly 60 points in Africa and the Near East, reflected a gain of 15.3% over the previous year. A total of 26.4 million pounds of shipments was airlifted.

AIR EXPRESS

REA

Air express shipments set an all-time first-quarter record in January-March when REA showed gross revenues of \$11,

018,603 on a total of 1,446,731 consignments. Respectively these were gains of 20.5% and 13.8% over the totals for January-March, 1958. According to an REA official, 1959 air express revenues are expected to approximate \$47 million.

FORWARDERS

EMERY AIR FREIGHT

Revenues for the first quarter of 1958 were 38% higher than for the same period in 1958, and represented an all-time high. Total was \$3,059,000. Net income after taxes was \$129,175 (18¢ per share) as against \$81,450 (11¢ per share) for the first quarter of last year.

CAB

AEC APPLICATION FOUGHT

American Express Co.'s application for a certificate of convenience and necessity authorizing operations as an international air freight forwarder is being fought hard by the Air Freight Forwarders Association, national association of air consolidators, as well as individually by two of its member firms, Air Express International Corp. and Acme Air Cargo, Inc.

In the opening of a brief submitted last month by Louis P. Haffer, executive vice president and counsel of the AFFA, to CAB Examiner Herbert K. Bryan, the forwarder association said:

"Bluntly stated, the question at issue is whether under Part 297 of the Economic Regulations it is in the public interest to grant air carrier operating authority as an international air freight forwarder to a company which is already, among other things, all of the following: a major large-scale international banking institution; the world's largest ocean surface forwarder and custom house broker; the world's largest travel agency; the general freight agent for the world's second largest railroad; one of the world's largest vendors of its own travelers cheques, domestic and foreign money order, and foreign remittances; the principal 'express agent' of REA, the largest domestic express carrier, for overseas shipments of REA generated freight; the exclusive agent for one of the largest United States shippers, inbound and outbound, of household goods and furniture; one of the two or three principal national and international credit card companies . . .

"The Air Freight Forwarders Association is of the opinion, based on the facts of record in this case, that the Board's authority and duty under the Act require that the application be denied. The record convincingly shows that:

"(a) Express would have a substantially unfair competitive advantage over existing forwarders as a result of: its vastly superior financial resources; its loan, foreign remittance, and other banking services; its leading position in the world's travel agency business; the sheer number of its offices and size of its sales, solicitation services and other facilities now used in connection with its other far-flung enterprises; its ownership of an insurance agency, its exclusive arrangements with the United States Government at various overseas military facilities which give it a practical monopoly on all related services in connection with those facilities; its credit card system, and various of its other arrangements.

"(b) Express, as an international air forwarder, would be subject to serious conflicts of interest from its other arrange-

ments, including its general freight agency for New York Central Railroad (Central), its contract for international surface forwarding with Railway Express Agency (REA), and its arrangements with Aero-Mayflower, and Greyhound and Transcontinental Bus systems, all of which would deter it from "singlemindedly" promoting air transportation in preference to other modes of transportation.

"(c) These considerations, which establish that inherent in Express' normal operations as an international air freight forwarder is the probability of competitive dominance by it or monopolization of the international air cargo market and substantial conflict in its promotion of air cargo, are particularly controlling in the absence of any testimony by shippers that there is a need for any additional service, or that Express would lower rates to shippers or would generate substantial new air freight business, or in the absence of any evidence that existing forwarders, considering the present international rate level and structure, have not shown a progressive and continuing growth in the development of international consolidated air freight traffic."

Haffer also submitted to the Board the text of a resolution unanimously passed by the AFFA at its May 4, 1959, meeting. This reads:

"The Association position has always been one of endorsing liberal entry into the field of air freight forwarding, and it reiterates that position now.

"It is of the view, however, that the size and nature of American Express' banking, financial and other non-transportation activities, as well as its conflicting relations with surface freight organizations will give it a ready economic dominance in the international air freight forwarding business and an unfair competitive advantage over other forwarders. Those existing forwarders who have spent lean and unprofitable years in the development of international air freight forwarding should not be confronted with the very real threat of being frozen out of a substantial portion of the future market which they have done so much to promote. The shipping public will, in the long run, be the loser from the dominant control that American Express' entry would assure.

"It therefore urges that the application of American Express be denied, and authorizes counsel to appear and support this position in all appropriate Board proceedings involving the application."

American Express Position

American Express Co., in behalf of its own application, argued that its "excellent standing and reputation as a law-abiding and ethical service organization" should be held in its favor. It went on to state:

"Nothing in the record even hints at any inability on the part of the applicant to conform to the act and the rules and regulations thereunder. No party to this proceeding thought it worthwhile even to make any comments on this point.

"It therefore seems unnecessary to go into further description of applicant's ability and willingness to conform.

"There remains the test posed by the phrase 'not inconsistent with the public interest.' The use of a double negative in this phrase makes it quite clear that an applicant need not prove that his entry into the field will serve the public interest.

"He is eligible for entry unless some specific reason appears which convinc-

ingly indicates that his entry will be inconsistent with the public interest. Thus the burden is placed on those opposing entry to come forward with good reasons why entry should be denied. In this short phrase the board has summed up the teachings of all its decisions to the air freight forwarder field.

"In its thoroughgoing reviews of the entire domestic and international air forwarder industry and after many reviews of the special problems presented by particular applications, the board has repeatedly reaffirmed its policy favoring freedom of entry into the forwarder field. It has repeatedly refused to impose any fitness test. It has denied only one application for international consolidator authority—that of Railway Express Agency, Inc., whose domestic air express position threatened absolute domination of the international field.

"The facts of record in this proceeding indicate clearly that applicant meets all the tests as to capacity and willingness to promote and develop civil aviation and to abide by the rules of the act and its regulations that could conceivably be laid upon it.

"It meets these tests without in any way possessing any 'undue competitive advantage' which has been raised as a suggestive and never-defined spectre by economically and self-interested intervenors . . .

"Applicant will bring to the consolidator industry its unsurpassed financial and business integrity. It has, we think, a good reputation in the business community not enjoyed by any present international consolidator. In time the quality of the consolidator service which it is able to offer should equal or surpass those offered by today's major international consolidators.

"The coupling of these services with applicant's outstanding international reputation will bring about a sorely needed improvement in the performance and reputation of the entire industry."

The CAB's Bureau of Operations has recommended the issuance of a limited letter of registration to American Express.

LOCAL SERVICES IMPROVED

Following are the results of the Pacific Northwest Local Service Case, which has had the effect of modifying and expanding the systems of West Coast Airlines and Pacific Air Lines:

Pacific's route north of San Francisco is realigned and extended north from Crescent City, Calif., to Portland so as to provide local air services between northern California points on the airline's system and Portland. This route previously extended only through Oakland, Santa Rosa, Ukiah, Eureka-Arcata, Crescent City, Sacramento, Marysville, Chico, Red Bluff, Redding and Medford.

The airline is also authorized to conduct skip-stop operations over its San Francisco-Portland route. After serving each intermediate point with two daily round trips, it may render one-stop service on terminal-to-terminal flights, or four-stop service if Sacramento is served.

West Coast's Portland-Klamath Falls route is augmented with Salem, Newport-Toledo, and Bend-Redmond, and extended south to Sacramento and San Francisco-Oakland so as to permit service between West Coast's Oregon points and the Bay area. (The Board deleted the authority of United Air Lines to serve Bend-Richmond and Klamath Falls.)

WCA is also granted skip-stop authority over the Portland-San Francisco route which will enable the carrier to provide one-stop service on flights between Portland and Sacramento, and one or two-stop service between Portland and San Francisco, depending upon whether Sacramento is served.

The airline's service eastward from Klamath Falls to Boise via Lakeview and Burns, Oregon, has been extended, giving Lakeview and Burns their first air service. Under the skip-stop authorization awarded to West Coast the carrier will be permitted to provide one-stop service between Portland and Boise after all intermediate points other than Lakeview and Burns have been scheduled to receive two daily round trips.

Expansion of West Coast's system establishes a local service link for the first time between most major Oregon cities and the state capital at Salem. Omak, Washington, is granted initial air service by inclusion in West Coast's route system for a temporary period of three years, while Northwest Airlines' authority at Wenatchee is deleted.

IATA

PLANNING JET EXTENSION

With four types of turbine-powered transports due to be placed in operation at approximately a score of airports in the Middle and Far East, the International Air Transport Association has sent to this area a team of specialists on traffic control. They are conducting a field mission to discuss requirements for bringing jets to airports from Amkara to Melbourne. Similar discussions were held last November when an IATA team visited Karachi, New Delhi, Rangoon, Bangkok, Manila, and Tokyo. Headed by E. S. Willey of BOAC, with O. Hedley Wiles as secretary, the mission includes experts from Air France, KLM, Pan Am, Qantas, and TWA.

SUDAN BECOMES NO. 88

Headquartered at Khartoum, Sudan Airways has become the 88th member of the International Air Transport Association as well as its 80th active member. (IATA has eight associate member airlines.) Formed in 1946 and operated with the technical assistance of Airwork, Sudan last year hauled 631,376 kilos of cargo.

AIRPORTS

SEATTLE-TACOMA

Air freight was the leader in April, Seattle-Tacoma's International Airport reported. Handling 3,020,888 pounds of inbound and outbound freight during the month, the airport showed a 32% gain over the April, 1958 total. Air express, rising from 225,351 pounds in April, 1958, to 249,632 pounds last April, registered an 11% increase.

SAN JUAN

Cargo movement through Puerto Rico International Airport in the month of March rose 9.56% from the March, 1958 total of 2,844,015 pounds. New total was 3,116,026 pounds. During the 12-month period ended March 31, 1959, a drop of 2.92% in cargo movement was noted—from 41,096,433 in the previous 12-month period, to 39,898,440 pounds.

From The Readers

We enjoyed immensely the information contained in your publication.

Edward F. Carliell
Regional Traffic Director
Ludlow Papers, Inc.
Ware, Mass.

. . . I have always found *Air Transportation* very readable as well as informative . . . I was very much interested in the forthright article by Mr. de Boer. The case histories were also very good . . . *Air Transportation* has been of definite assistance to me.

Raymond R. Wrenn
Los Angeles, California

The article and case histories referred to by Mr. Wrenn appeared in the June issue. —Editor.

PHILIPPINE

(Continued from Page 4)

starting date will be early in 1961, according to a report from Manila.

PAL will operate between Manila and San Francisco, via Tokyo and Honolulu. DC-8 jet equipment will be flown.

The Philippine carrier's long-haul operations ceased five years ago as the result of a decision by the administration of the late President Ramon Magsaysay to reduce PAL's operations in accordance with the objectives of the government's strict economy program. PAL had been operating internationally since 1946.

LONDON LETTER

(Continued from Page 27)

appears, however, that in the period since the last review, the cargo element of chartering has been in the region of 8% based on fixture numbers.

Cargo fixtures have included: York, 7,500-kg. load, London/Munich; York, 7,500-kg. load, London/Milan; Skymaster, monkeys, Bangkok/London; York, 7,000-kg. load, London/Nicosia; York, 7,000-kg. load, London/Milan; Dakota, Newcastle/Bergen; Viking, Prestwick/Amsterdam; and Dakota, deer, Stuttgart/Athens.

In an analysis of market fixtures recently, James Burness (Travel) Ltd., London, stated that cargo fixtures comprised only 6% of the total. Zoned, 4% of this relates to Europe and 2% to the Far East. Although the cargo proportion of fixtures was small, however, it is a telling point that the cargo fixture-to-inquiry ratio was fairly high, since of the total of inquiries received, cargo inquiry formed only 17%. (Passenger fixtures represented 94% of the total; and passenger inquiries, just over 80%.)

Eagle Aviation Ltd. has announced that its representation on the Baltic Exchange has been transferred to H. Clarkson (Air & Shipping Services) Ltd.

BOOKS

The See-America-First man may well inspect George S. Wells' *American Vacation Book* (R. C. Dresser & Co., Inc.; 221 pages; \$3.95) which is aimed at showing the reader how to make the most of his holiday. A well-balanced book, entertaining as well as informative. Not only does Wells take us through the United States, but to Canada and Mexico also. Illustrated with photographs.

What about our 49th state, the one which has displaced Texas as the Union's biggest? Ben Adams' *Alaska: The Big Land* (Hill & Wang, Inc.; 213 pages; \$3.95 clothbound, \$2.25 paperback) gives our former territory a big, big lift, worthy of its 556,400 square miles. (Adams couldn't resist repeating in his book the definition of claustrophobia—an Alaskan in Texas.) Fortified by a wealth of photos, *Alaska: The Big Land* is a better-than-average exposition of a vast area so little understood. "Alaska has enough variety to satisfy almost everybody," says Adams. As for opportunity for the ambitious, just go there and see for yourself.

For the Europe-bound, there's the 1959-60 edition of an old and reliable standby, Harvey S. Olson's travel guide to that continent, *Aboard and Abroad* (J. B. Lippincott Co.; 1,006 pages; \$5.95). Olson leaves nothing to the imagination. All you need to know about most of the countries of Europe (there's an Iron Curtain, you know), with Israel thrown in for good measure. It's heavy on information and money-, time- and embarrassment-saving tips. You just can't go wrong with this travel guide.

Rome Eternal originally was a four-part series of TV films produced jointly by the National Council of Catholic Men and NBC. From this has sprung Paul Horgan's book, *Rome Eternal* (Farrar, Straus & Cudahy; 196 pages; \$4.50). Horgan, one of the collaborators in the film script, has written a particularly devoted, often moving text to the profusion of pictures—all stills from the film—which fill the volume. This, in the strict sense of the book's aim, is not the traveler's Rome, but an illustration of the significance of the Eternal City and the Papacy in the history of Christianity and Western civilization. A fitting and beautiful complement to the original film.

And now to the Orient about which John C. Caldwell has written his *Far East Travel Guide* (John Day Co.; 246 pages; \$4.00). With an eye cocked at the ever-increasing numbers of American visitors to the Far East, Caldwell has concentrated on how to get the most for your buck, in travel and ordinary expenditures. China-born Caldwell knows his Orient, and the reader-tourist will profit greatly thereby. The author covers Japan, Korea, Formosa, Hong Kong, Macao, the Philippines, and the countries of Southeast Asia.

David Garnett's newest novel, *A Shot in the Dark* (Little, Brown & Co.; 216 pages; \$3.50) is set in a small town in Italy to which comes an American in the mood to settle down and write and forget a recent affair. This beginning is simple enough, but experienced author that Garnett is, he does not permit his story to deteriorate into triteness. It is town life, its politics, and certain other heterogeneous aspects, which squeeze the American into a new role, strange and exciting. Steadily, inexorably the story mounts to a climax which holds the reader's total interest to the end.

Who are the Fugitives? Robert Gutwillig has one of his characters explain that all of us are; that is, we are fleeing the Self. Which inspired the title of Gutwillig's novel, *The Fugitives* (Little, Brown & Co.; 260 pages; \$3.75). The author has set his offbeat story in The Haven, a sanitarium, to put it gingerly; a "neo-Gothic monstrosity" of a structure.

("Even for a nuthouse, The Haven was unconventional.") And here Gutwillig weaves a fascinating tale of the young sufferer, Steve Freeman, and the swirl of bizarre patients around him. Certainly Gutwillig has a big talent for satire. It is sharp and amusing. There are a few times, however, when it blunts and confuses. As a result, certain characters emerge stronger than others. The madness of The Haven mirrors the madness of the world today, which is pointed up in the patient's encounters with people outside the home.

In his own introduction to *A Treasury of Ben Hecht* (Crown Publishers, Inc.; 397 pages; \$4.95), Ben Hecht gives a list of the people who, he opines, will not like the book. The list, to this reviewer, seems bafflingly large—the contents of the *Treasury*, 20 best stories and other writings being so outstandingly good that it seems difficult to think of anyone who wouldn't like the book. Hecht has everything that a short story writer needs: humor, good style, wide knowledge of people, wide learning, and above all supreme readability. If the play, *Winklerburg*, which is also included, has perhaps less appeal than the rest, that's neither here nor there.

Clyde Orr, Jr., research professor of chemical engineering at the Georgia Institute of Technology addresses the layman on the story of the atmosphere and the many different things it means to man. *Between Earth and Space* (Macmillan Co.; 254 pages; \$4.95) has as Orr's stated intention "to give the inquiring reader a full knowledge of the wonderful airy realm." This he has done—clearly and effectively. It deserves a wide reading.

Laurens Van der Post's recent book on the Bushmen of the Kalahari Desert in Southwest Africa has now been joined by Elizabeth Marshall Thomas' *The Harmless People* (Alfred A. Knopf; 226 pages; \$4.75). Mrs. Thomas went to the Kalahari three times under the auspices of the Peabody Museum of Harvard, and spent in all nearly two years there. Her book, which is concerned with the last expedition, is virtually the definitive book on the Bushmen—those small, yellow-skinned, utterly primitive people who keep themselves alive by hunting game with poisoned spears, and who for the nine dry months of the year rely on wild melons and watery roots for liquid. No white person knows more about the customs of these Stone Age survivors than Mrs. Thomas does (by the way, their features betray Asian origins even though their beginnings are lost in antiquity); she has a gift for communicating clearly and vividly, making her book as pleasurable to the layman as to the anthropologist. This is a superior work.

Like a pair of bookends sandwiching the gamut of war-inspired literature are two new volumes—one on the withdrawal at Dunkirk, the other the return on D Day. In *The Nine Days of Dunkirk* (W. W. Norton & Co., Inc.; 308 pages; \$3.95) David Divine makes it clear that his book does not presume to tell the whole story of the great evacuation from the open French beach. What the author has done, through "access to unpublished diaries, letters, signals, orders, and private papers which cover every major facet of this most complex period," is a successful reconstruction of what he believes to be "a just account of the operations in their failure as well as in their triumph." As Divine sees it, "there were three men of Dunkirk": Lord Gort, Admiral Ramsay, and Winston Churchill. Journalistic in treatment, *The Nine Days of Dunkirk* is a great testimonial to the miracle of courage, tenacity and devotion which saved Britain's trained army—338,226 men—for victory at a later date. . . . Four years and three days after the Dunkirk evacuation was achieved, the Allies returned to the Continent in history's biggest invasion. David Howarth tells the story in *D Day, The Sixth of June, 1944* (McGraw-Hill Book Co.; 250 pages; \$4.95). Howarth has preferred to tell it through the eyes of 30-odd men who, in one way or another, participated in the magnificent cross-Channel push. Their accounts

are representative of the events of the bloody storming of the beaches—as representative as 30 out of many thousands can be. But *D Day* is highly and often jarring in its recreation of the terrors and acts of heroism—"an impression of the men who landed in the night and dawn of D Day."

In Laurene Chinn's biblical novel, *The Unanointed* (Crown Publishers, Inc.; 376 pages; \$3.95), the author turns to the story of David's cousin Joab, who, in her version, did much (to state it mildly) for David, the Lord's anointed, and received in return the king's ingratitude. Mrs. Chinn is reported to have spent 15 years on this tale of devotion of one of the unanointed. The book plainly shows all the signs of incalculable hours of research. She has welded nicely her biblical learning and storytelling, and made out a fairly good and certainly readable case for the unanointed who, down through the long ages, have continued to remain just that.

Translated from the French by Len Ortzen, Henri Queffelec's novel, *The Kingdom Under the Sea* (Pantheon Books, Inc.; 224 pages; \$3.50) is an unusually good adventure of the sea. Jean Modenou, skipper of a fishing vessel, emerges as a powerful character under the author's crackling pen. His sea-wise ways, his submarining discovery, his relationship with his proud wife and its hard-hitting climax underscore the tense movement of the story. You'll enjoy this one.

"In this book I have tried to depict the executive strictly on his own, without the badge of leadership to shield him," writes the bubble-pricking Philip Louis Gabriel in the introduction to his *The Executive* (Citadel Press; 95 pages; \$2.50). Add the zany illustration of Virgil Parth to this stated intention, and you've a pretty good idea of the way *The Executive* shapes up. The funniness of Gabriel's anecdotes and their VIP complementation are a delight.

Our nonconformists, our so-dubbed beatniks, are given an overall treatment by Lawrence Lipton in an exceptionally well-written book, *The Holy Barbarians* (Julian Messner, Inc.; 318 pages; \$5.00). Lipton is a partisan of the newest version of bohemia—beards, long hair, fixes, jazz, and all—and he asks understanding: "In the case of the holy barbarians it is not an enemy invasion threatening the gates, it is a change felt in the rhythm of events that signals one of the cyclic turns which the poet Robinson Jeffers has written about." (As a matter of fact, the author denies that the holy barbarians represent another bohemianism, because their numbers attract young and old alike.) Lipton is uniformly observing, even if his well-qualified mission to state the beatniks' case to America meets with certain grave doubts. To mention only one: at which point does nonconformity become conformity?—a question as old as civilization itself. From the standpoint of an authentic look-in on a modern American symptom, as well as from an appreciation of the author's prowess with words, *The Holy Barbarians* is definitely worth a reading.

The Optimist (Atlantic-Little, Brown & Co.; 395 pages; \$4.50) is Herbert Gold's fourth novel. His Burr Fuller is skillfully drawn, and follows through with the promise shown in Gold's earlier novels. But perhaps *The Optimist* was not meant as a vehicle to increase even more the author's stature. He has given us a dynamic slice of midcentury Americana—ambition, career, politics, marriage; but the trouble is that it has been said this way before. However, *The Optimist* is a superior book; it is honest, meets situations head-on, and is written in a spirited prose that's pure Gold.

Aircraft Weight & Balance Control, by Henri G. D'Estout (Aero Publishers, Inc.; 128 pages; \$3.25) is out in its third edition. Authoritatively covers general principles of weight and balance control, basic measurements and computations, weight shifting and alterations, weighing and loading procedures for all types of aircraft. Well illustrated.



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26 Full information on a Round Steel Strapping kit designed to reinforce, seal, or bundle small shipping cartons. Compact unit tensions and ties the steel strapping with a single stroke of the lever.

27 Descriptive literature on STOW (Side Transfer Optimum Warehousing), a "new approach to material handling which utilizes a Side Transfer fork truck attachment by which the 90° turn is eliminated in picking up or discharging loads."

28 11 Ways to Reduce Costs and Improve Your Packaging of Steel, a new folder which highlights some of the more successful packaging operations in the steel and fabricating industry today. Interesting descriptive photographs.

29 A new brochure which describes how economical consolidation of multiple shipments can be effected by means of a triple-wall corrugated board bulk container.

30 A manufacturer's new line of vulcanized fibre reusable shipping containers is described and illustrated in a new four-page bulletin. Three basic types of containers are featured: standard padded, damage board, and shock cradle. These containers meet all Air Transportation Association specifications for Category I containers.

31 The Lever, a 16-page magazine published by a materials-handling equipment manufacturer, which describes new developments and uses of 24 volt narrow aisle equipment to solve a wide variety of materials-handling problems. Illustrated.

Please Read This

Items are offered in *Come 'n' Get It* for three consecutive months. Added this month are items Nos. 45 to 52.

Items generally remain available for approximately three months after the last time of publication, but may be withdrawn earlier.

32 New condensed catalog of Elwell-Parker's fork trucks and attachments, heavy-duty fork and ram trucks, low- and high-lift platform trucks, die-handling trucks, and mobile cranes.

33 How to Pack It, a 32-page, fully illustrated book devoted to basic corrugated box designs, and to special corrugated box designs. This is an idea book which we heartily recommend.

34 Marking and Sealing Shipments Made Simple, a 24-page booklet which shows how to stencil-mark goods for safe delivery, how to save on sealing cartons with gummed tape, inks to use for various types of marking, etc. Also includes conversion tables for weights and measures, export marking data, and a scale for measuring in inches and centimeters.

35 1959 Aeronautical Chart of the State of Illinois. This is a full-size map of the state, including various flying data. Also features a smaller map of the Chicago area.

36 Latest issue of *Package Laboratory News*, which illustrates various methods of effecting economies in the proper packing of commodities.

37 Walkies—What They Can and Can't Do, a four-page folder which describes the use and application of small electric powered walkie trucks.

38 Reusable Steel and Aluminum Shipping Containers, a 12-page illustrated booklet showing the various types of metal containers designed, engineered, and manufactured by a firm.

39 Goodbye Shipping Worries, a little folder which includes some interesting rate comparisons between Air Express and other air-shipping services.

40 The Bruce Payne Cargo Study, an extremely interesting study made for Pan Am. This is "a factual report giving comparative costs encountered by 20 U. S. firms when shipping identical items, one time by sea and another by air."

41 Managing the Airspace, a 48-page illustrated booklet which tells why the diminishing airspace is of serious concern to everyone and what is being done to reverse the trend.

42 Missiles—From Concept to Countdown, a 32-page illustrated booklet which "puts into proper perspective the relationship of the missile to the nation's arsenal, the complexities of its manufacture, the reasons for its cost, and its potential both in war and for peace."

43 1959 New York State Airport Map. This wall-size map includes a directory of the state's 47 municipal airports, 184 private and commercial airfields, 11 military airbases, 33 seaplane bases, and seven heliports. Also shown are principal waterways, cities, and incorporated villages of 1,000 population and over. Large-scale inserts show the New York metropolitan and Buffalo-Niagara Falls areas.

44 Industrial Material Handling Films, a handy 16-page booklet which lists numerous films available for loan at no cost other than shipping and insurance charges. Films are in sound or silent, black-and-white and color. All are 16 mm.

45 Quick reference wall-size guide for routing air freight shipments from New York City to more than 400 cities in the United States and abroad. Lists the air carriers serving the major cities of the world.

46 New descriptive folder on an overhead tool mount, a mobile suspension unit for steel strapping tools. The mount allows steel strapping equipment to be moved to any point within a large floor area, as well as up and down to the required strapping height for each package or unit to be strapped.

47 BOAC's Memorandum Tariff No. 6, which lists air cargo rates and flight schedules between United States points and transatlantic, transpacific and Caribbean destinations. Contains additional information of interest to the shipper.

48 Six-page folder illustrating and describing Elwell-Parker's new line of heavy-duty electric-powered fork trucks.

49 Better Ways to Package and Unitize and Ship, a 48-page booklet published by a steel strapping manufacturer, loaded with ideas for improving packaging and shipping methods in all industries. Well-illustrated.

50 How to Use Direct Mail to Promote Your Business, a valuable 32-page booklet which should be of interest to all business executives. Easy to read. Profusely illustrated.

51 Eight-page brochure which shows how a certain new material lowers packaging and materials handling costs. Applications on various commodities illustrated.

52 Air Express International's new Memo Tariffs for small-parcel shipments between New York/Newark and all points in Switzerland and France. These tariffs offer single-charge, all-inclusive general and specific commodity rates which "enables the importer to know at a glance the exact total cost of his shipment with the sole exception of the duty."



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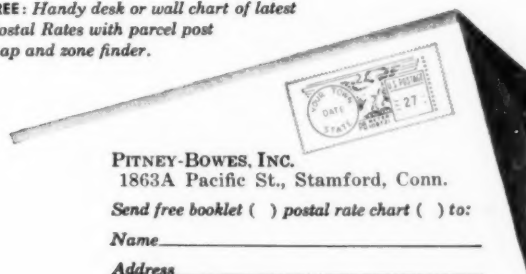
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